

# THE AMERICAN ELEVATOR AND GRAIN TRADE

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One Dollar Per Annum  
SINGLE COPIES, 15 CENTS

VOL. XXXVIII

431 South Dearborn Street, Chicago, Ill., October 15, 1919

NO. 4

Our Ways and Our Means  
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Grain Merchants  
Consignments

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It's "What's in a Leg" that generally settles the question of much or little profit in the working of a modern Grain Elevator.

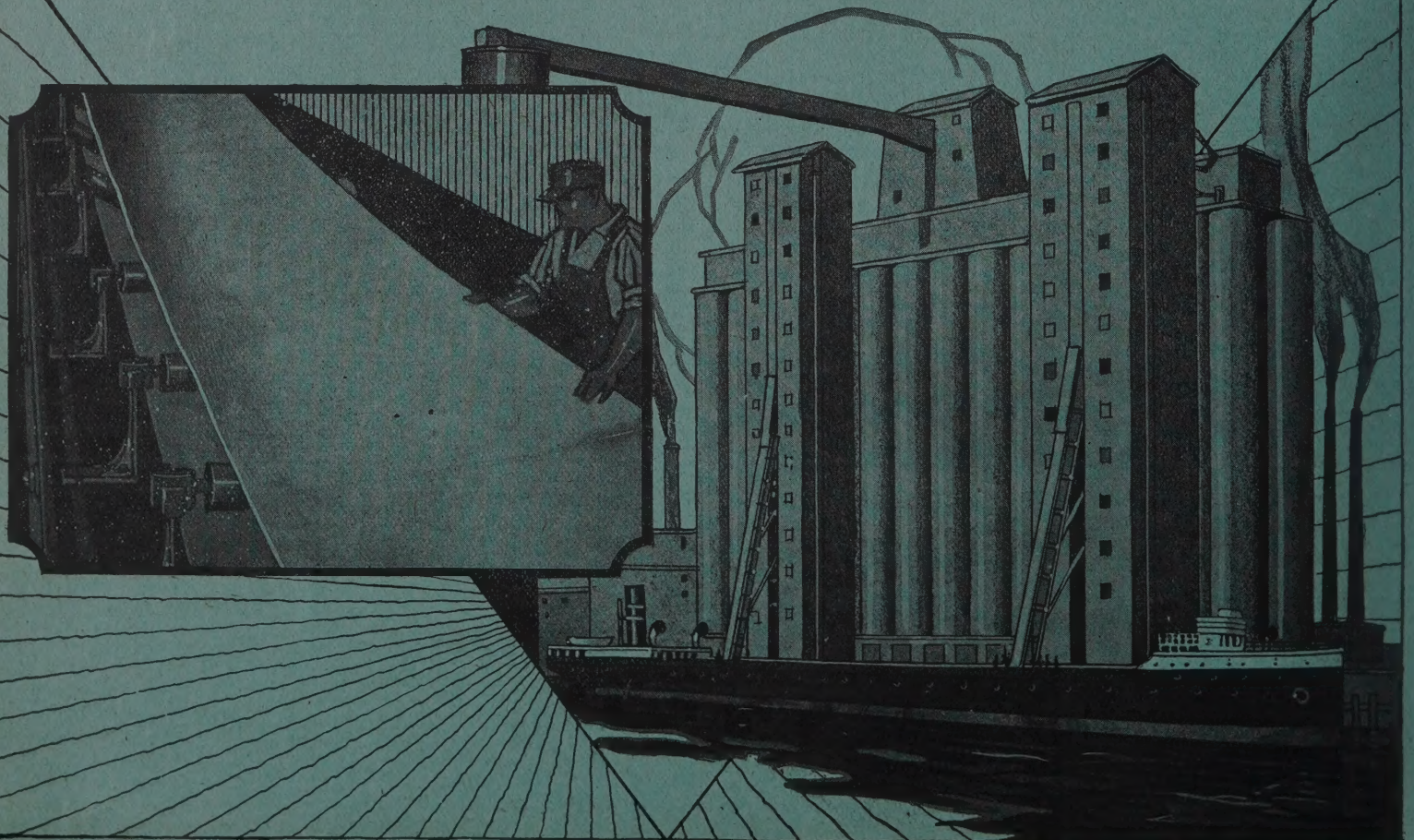
When Diamond Elevator Belting has been installed in a leg, it means the best leg your grain experience has known.

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Let the accumulated experience which we put into our Grain Belts benefit your plant. We can satisfy you.

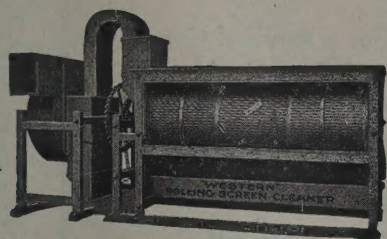
*Samples of "ELEVAY" for Leg belts, and  
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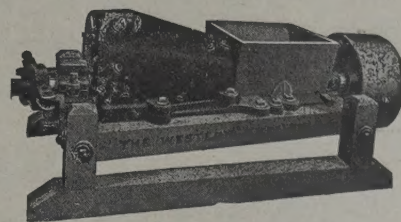


# Four Machines of the Western Line That Merit Your Attention and Approval



"Western" Rolling Corn Screen Cleaner

These Machines Appear on the  
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of This Page

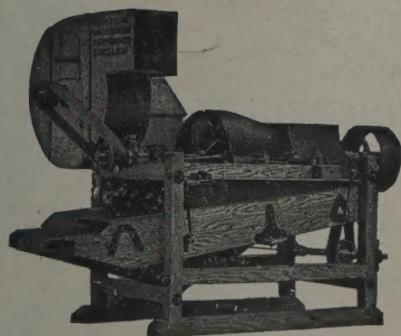


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The factors chiefly contributing to the popularity of the machines shown, and the WESTERN LINE in general, are design, material and workmanship. After years of service, no suggestion has been received that an improvement could be made in the design of these machines. The material entering into their construction is best selected stock and the workmanship is of the thorough mechanical sort which insures permanency of service. All of the

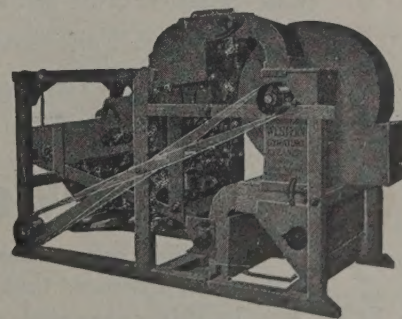
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whether shellers, cleaners, pulleys, shafting, car movers, buckets, elevator heads, boots, etc., is built with the guarantee they will promote the successful, satisfactory and economical operation of your plant. Order your needed equipment today.



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"Western" Gyrating Cleaner

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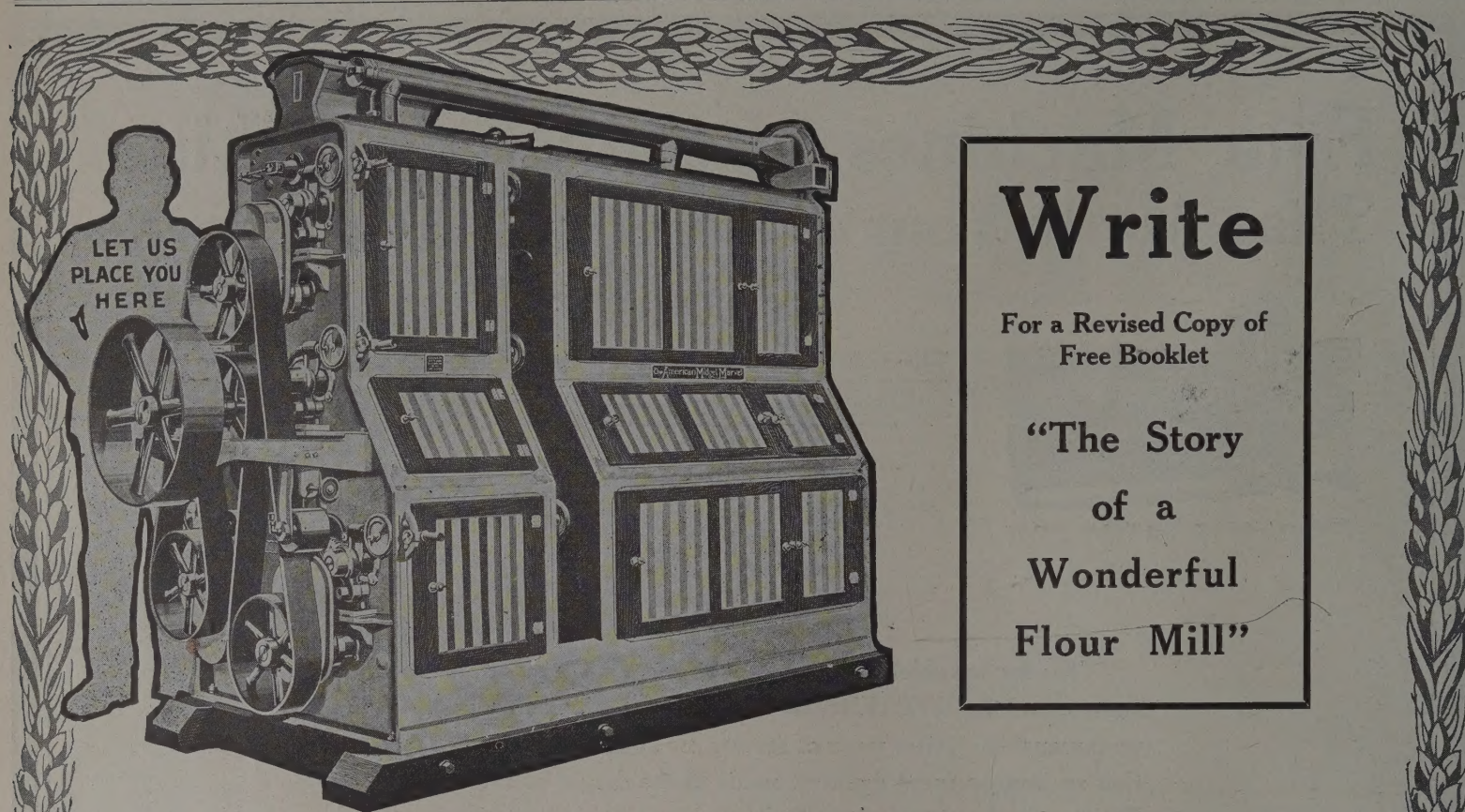
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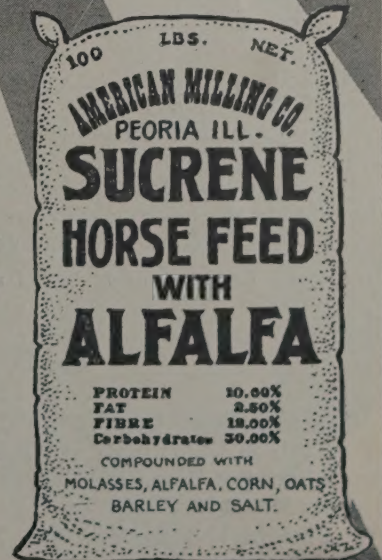
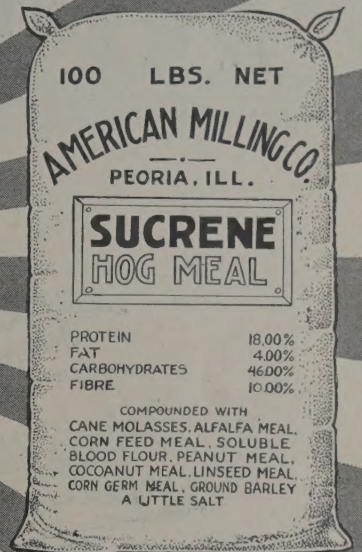
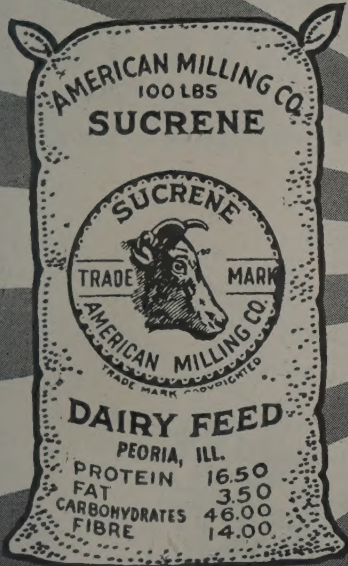
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# Conveyor Belts

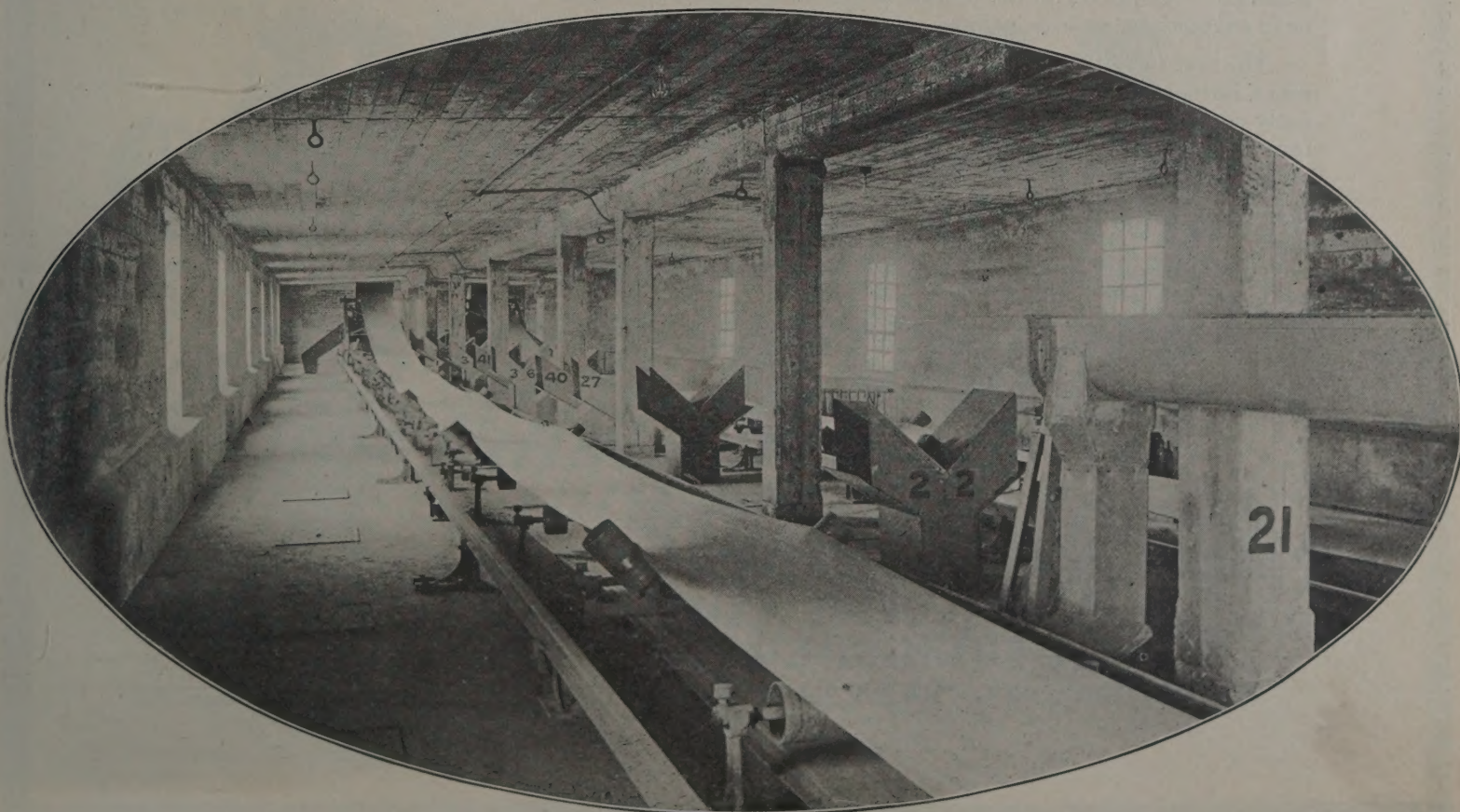
## GRAINSTER

**GRAINSTER**—like every United States Rubber Company Conveyor or Elevator Belt—is built for the particular work it must perform.

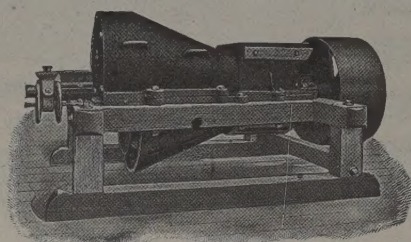
Backed by the combined experience of five rubber belt factories, which manufactured the first belts ever produced for handling grain, **GRAINSTER** Conveyor Belts and **GRAINSTER** Elevator Belts meet every condition of service in the modern elevator.

**GRAINSTER** represents a distinct achievement in grain belts.

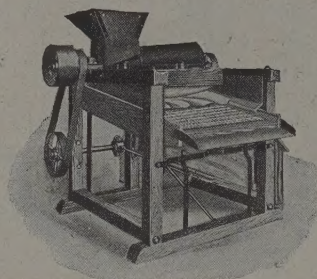
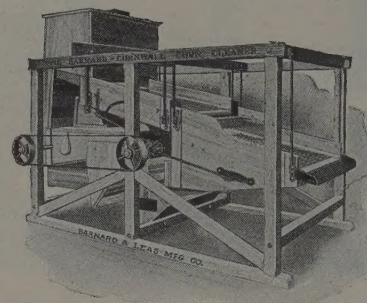
**United States Rubber Company**







Victor Corn Sheller

Little Victor Combined Corn  
Sheller and Cleaner

Barnard-Cornwall Corn Cleaner

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Repeat orders from thousands of owners of the largest elevators in the country prove the above statement. They have used the Old Reliable Barnard-Moline Line of elevator machinery and accessories for the last 60 years; they know its Superior qualities of Strength, Durability and Efficiency.

There are valuable features incorporated in many of the Barnard-Moline machines, that other machines do not possess, because these features are covered by broad patents, owned by us. Proof of the success of many of the first Barnard-Moline machines ever placed on the market is due to the fact that others have adopted the same principles.

The first successful Grain Separator ever placed on the market was a Barnard-Moline machine, the principle of which is so eminently correct, that all makes of separators today are built in conformance with it.

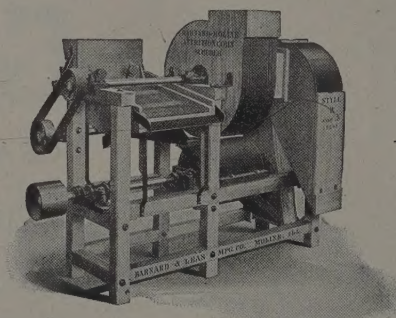
We originated the first of the present well known type of sieve corn cleaners, shown at upper right hand corner of this page. This cleaner is equipped with our patented finger sieve, which removes the small cob ends and pieces of cob always present in corn cleaned by other machines. The finger sieve prevents choking. Special sieves can be easily and quickly applied for cleaning wheat and other grains.

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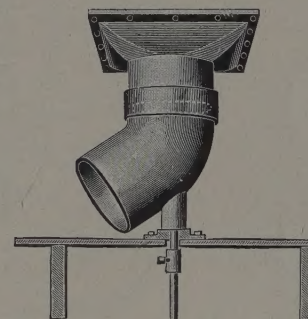
# BARNARD & LEAS MFG. CO.

## MILL BUILDERS AND MILL FURNISHERS

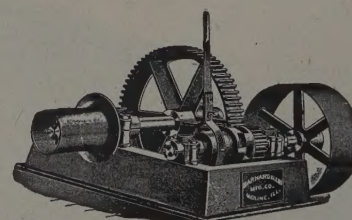
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B-M Attrition Corn Scourer



Cast-Iron Turn Head



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BELTS made of heavy 37½-oz. DUCK, closely woven to provide tensile strength and a rugged body—

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BELTS built to run straight, by having the inner layers cut with straight edges (not folded) to create equal tension from edge to edge under strain—

BELTS held together by strong fibre cable stitches, with the inner layers separately stitched and encased in an outer 37½-oz. jacket, and having the core and casing again stitched through, sealing up (locking-in) the separately stitched inner layers, producing a double-stitched (inner-locked) construction absolutely preventing ply separation—

BELTS of sturdy and sinewy build to hold the hooks and bolts and prevent fasteners from working loose and pulling out—

BELTS having reinforced, cushion-like edges to prevent edge abrasion—

*Then all Conveyor Belt Users would be assured of the efficiency, safety, economy and dependable service embodied in*

# REXALL DOUBLE — STITCHED CONVEYOR and ELEVATOR BELTING

*Makes good BECAUSE it's made good.*

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The location and natural advantages of Indianapolis as a grain receiving and shipping center, therefore, makes it the best market in the country.

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GOLDBERG GRAIN COMPANY, Consignments  
HEINMILLER GRAIN CO., Receivers and Shippers  
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CIRCULAR CONCRETE  
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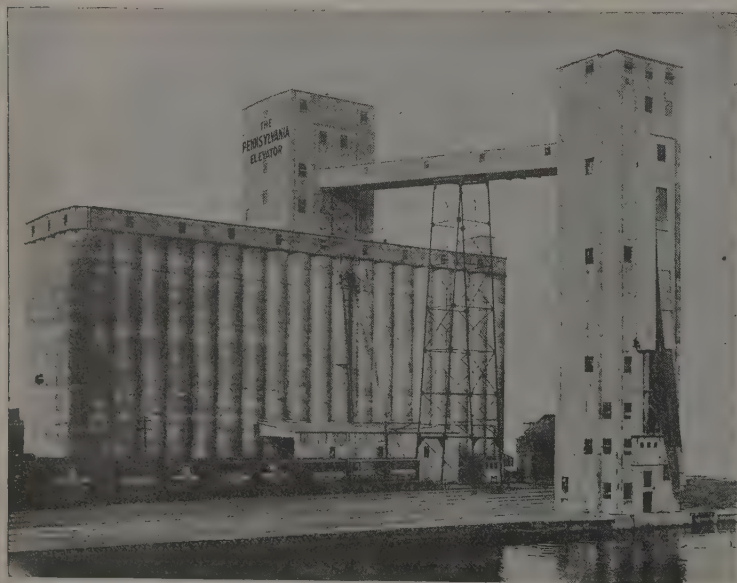
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*One of Forty Structures We Have  
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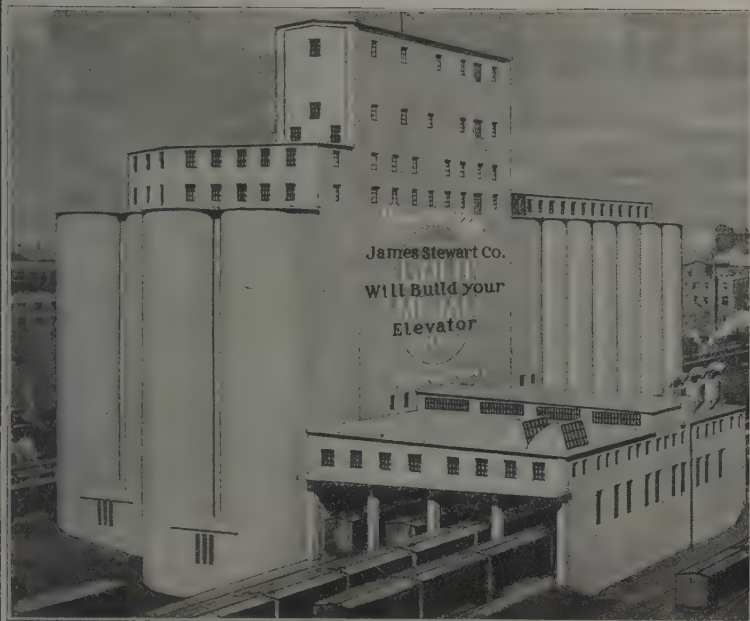
McCormick Bldg.  
CHICAGO6 Church Street  
NEW YORK

*We Invite Your Inquiries*



**TWO MILLION BUSHEL FIRE PROOF  
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**Washburn-Crosby Company**  
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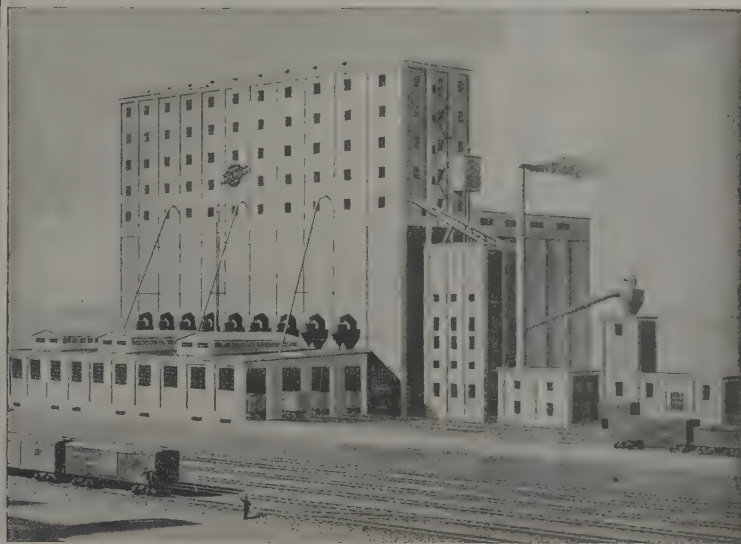
We Design and Build Elevators, any type of construction, in any part of the World.

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tion to meet requirements in any locality.*Designs and estimates promptly furnished***Witherspoon-Englar Company**

1244-1250 Monadnock Bldg.

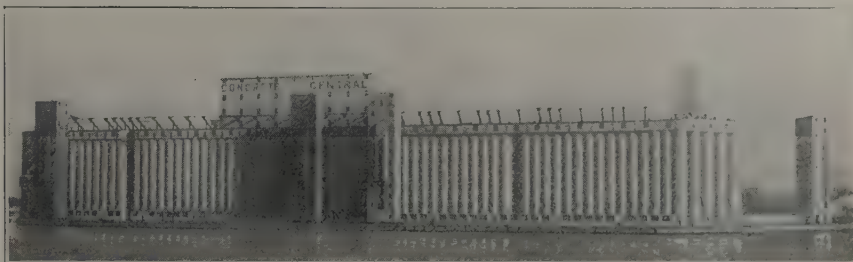
CHICAGO, ILL.

**MONARCH**Built Elevators  
Assure You  
Economical Design  
First Class Work  
Efficient Operation  
and  
Satisfaction  
Let Us Submit  
Designs and Prices**MONARCH ENGINEERING CO.**

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**CONCRETE CENTRAL, BUFFALO, 4,500,000 Bu.****The Barnett & Record Company****GENERAL CONTRACTORS**

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**WALLS, BINS and GRAIN ELEVATORS**

By MILO S. KETCHUM

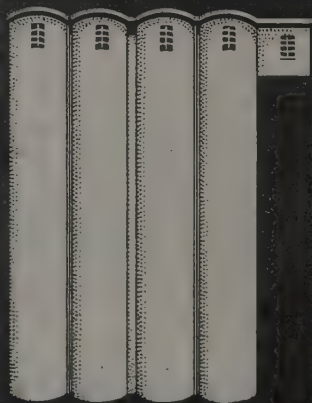
*Second Edition. 556 pp., \$4.00*

Design and construction are covered completely in this book. The new edition brings it up to the minute with fresh data, new cuts, and a modern treatment throughout. Over 150 pages were added to the old edition. The new chapters on "Reinforced Concrete" and "Methods of Construction and Cost of Retaining Walls" are especially valuable. It is the standard work on stresses due to granular materials.

**MITCHELL BROS. PUBLISHING CO., 431 So. Dearborn St., Chicago, Ill.**

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**OUR 1919 RECORD**



Kansas City Southern Ry. Terminal Elevator

We have taken over 100 contracts. We have completed most of them, and we will add 100 to our customers list. Our services are available to you.

*Call, wire or write  
and we will be there.*

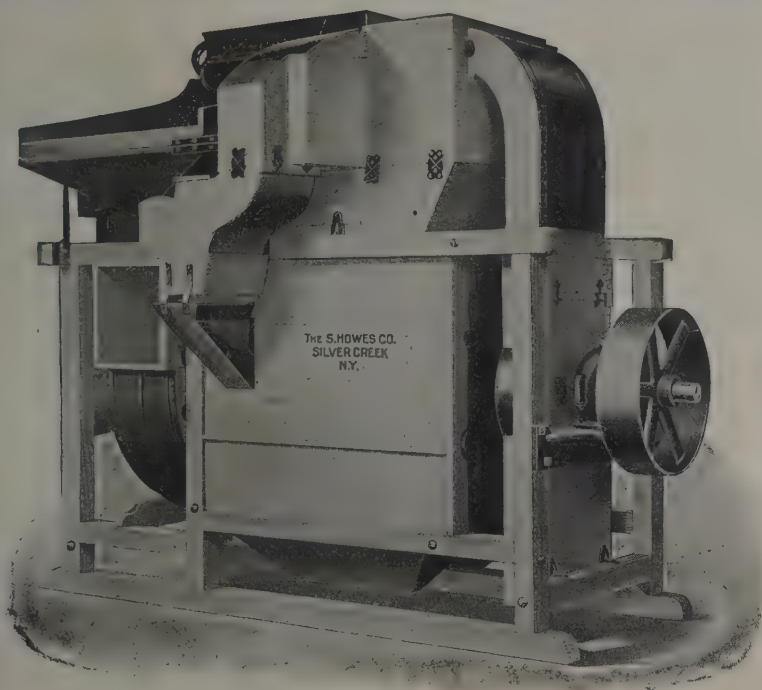
Grain Elevators, Mills, Coal Pockets

**Burrell Engineering & Construction Co.**

WEBSTER BUILDING

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The thing the owner of a "Eureka" admires most in his machine is its Constancy. He knows that he can always depend upon it to do satisfactory cleaning. It gives him Constancy in performance, and he gives it back Constancy in friendship. Thus do the manufacturer's sales grow by one owner recommending the "Eureka" to another.

## EUREKA OAT CLIPPERS

have distinguished themselves over a long period of years in the hands of men who insist that things must move with clock-like regularity, and who judge equipment by its ability to do good work 365 days a year.

**S. HOWES COMPANY, Inc.**  
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"Eureka"  
Oat Clipper



with Ball Bearings

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J. Q. Smythe, 3951 Broadway, Indianapolis, Ind.  
F. E. Dorsey, Savoy Hotel, Kansas City, Mo.

**GRAIN DRIERS - ROTARY DRIERS**  
**QUALITY-FIRST-LAST-ALWAYS**

*The* **ELLIS DRIER COMPANY**  
CHICAGO, U.S.A.



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## *These Facts Will Interest You*



No. 5—48-inch Richardson Plain  
Oat Separator

The Richardson makes practically a perfect separation of oats from wheat or wheat from oats.

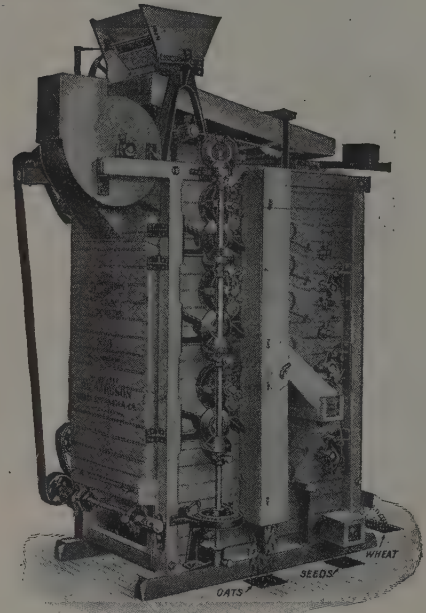
Requires little floor space and power.

Needs little attention. The new center lug aprons run years without attention.

## Permanently Durable

No House Complete  
Without Richardson Results

Let Us Furnish the Proof



Equipped With Scalper Suction  
and Seed Screen

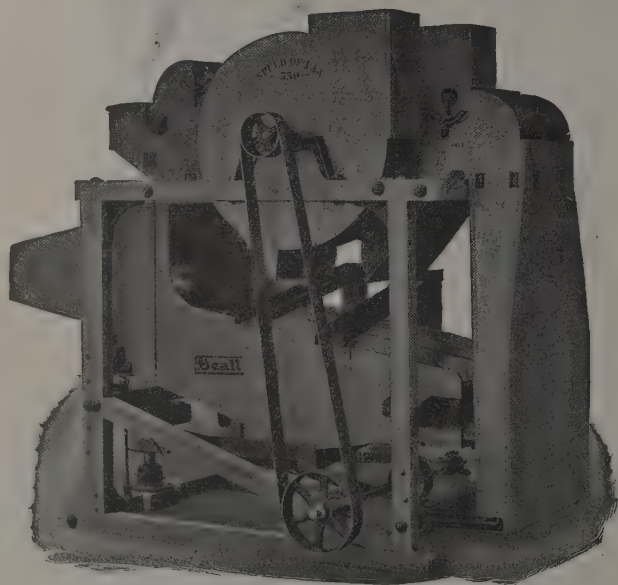
**RICHARDSON GRAIN SEPARATOR CO., MINNEAPOLIS, WINNIPEG**

# The Beall Improvements Co., Inc.

Decatur, Ill.

*SPECIALIZING IN*

## Warehouse and Elevator Separators



BUILT IN TEN SIZES.

The name Beall means simplified and systematic grain cleaning. Our machines are designed and manufactured with full knowledge of the importance of clean grain, and meet every condition required in a modern machine of this character.

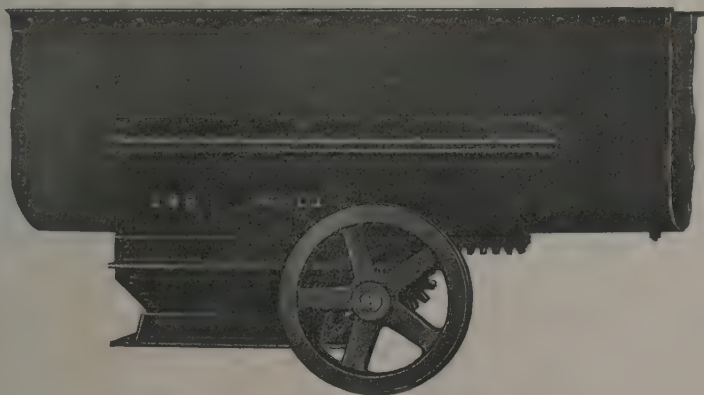
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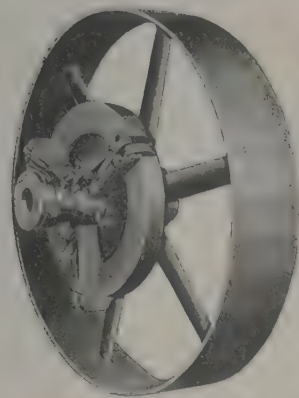


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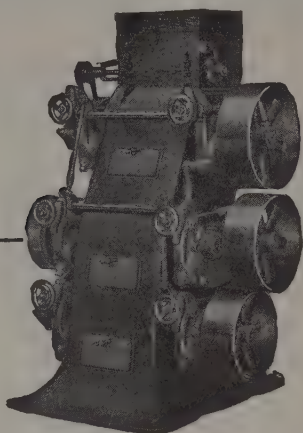
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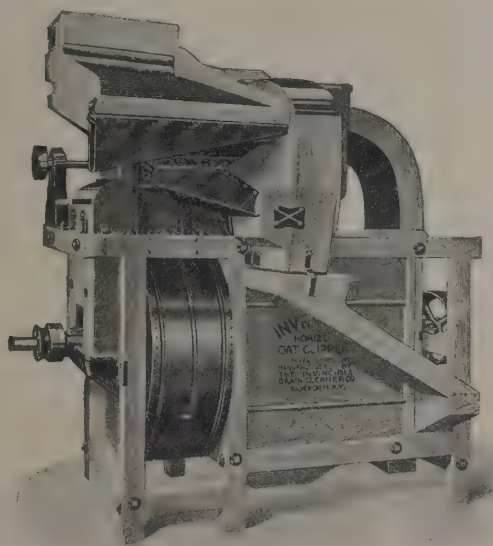
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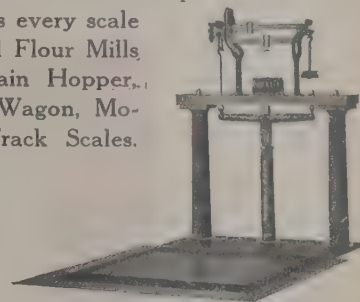
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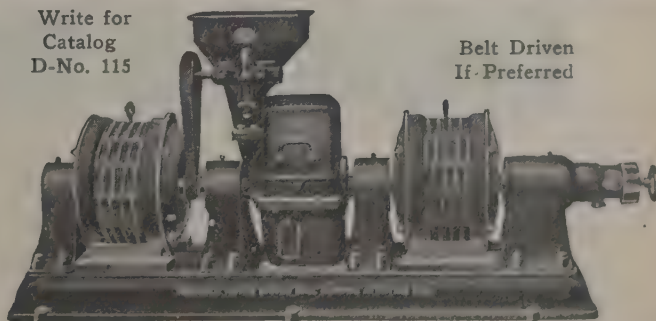
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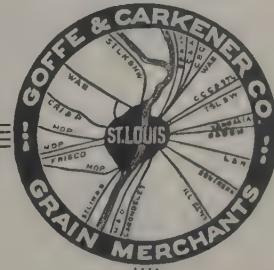
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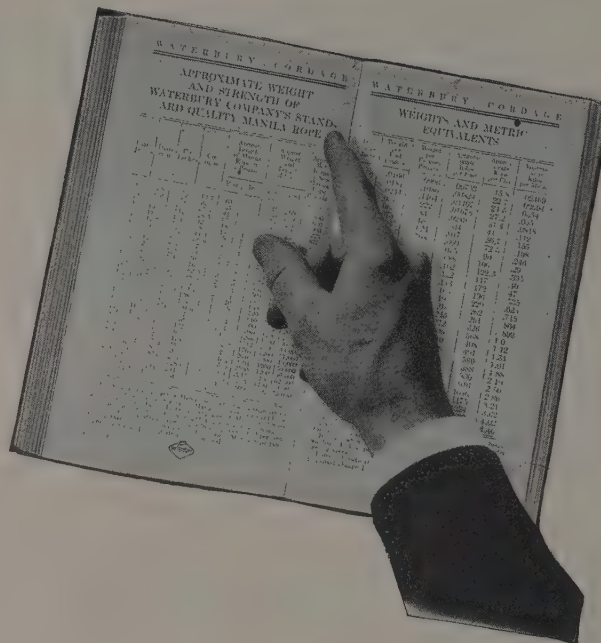
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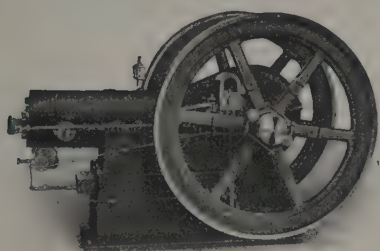
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**"SCIENTIFIC" MOTOR DRIVEN ATTRITION MILL**  
(Belt drive if desired)

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For this work the Bauer Scientific Attrition Mill is the machine that will serve you best. With its low power and lubricating cost; maximum capacity per horse power hour and absolutely uniform work, it is a machine that you should investigate.

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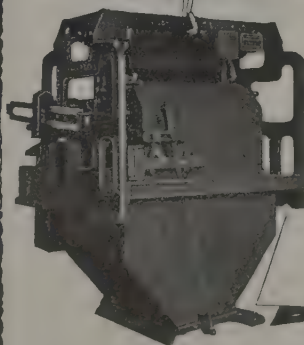
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of the

Flour Mill and Grain Elevator  
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show that 80% of all fires in Mills or Elevators start in elevators. The installation of an automatic feeding device which will positively prevent an elevator choking from over-feeding and an automatic relief which will prevent an elevator choking from bin getting full or spout choking, will annually save millions of dollars in fire loss and add at least 50% to efficiency of any stand of grain elevators. These devices are perfected and are available for mill and elevator owners, are very inexpensive and absolutely practical. Full particulars will be furnished free of charge by this office. on request.

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To give you accurate every day knowledge of the exact amount of each kind of grain that passes through your elevator.

Weights same weight per discharge on all grains—does away with changing weights in weight-box.

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Made in more sizes and gauges than any other bucket on the market. We fill orders promptly from the large stock which we carry.

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Unquestionably our Helicoid (continuous flight conveyor) is the best screw conveyor made. We are the originators of and fully equipped to make the sectional flight conveyor also, but advise customers to use Helicoid, because it is better balanced and more durable than any other screw conveyor, and renders more satisfactory service.

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HELICOID COSTS NO MORE THAN OTHER CONVEYORS

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C. W. STONER AND SON  
Grain—Lumber—Coal  
Iroquois, South Dakota

August 22, 1919

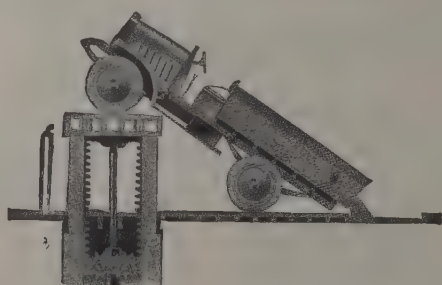
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Gentlemen: Enclosed please find check in payment for your Auto Truck and Wagon Dump.

We want to say that this dump is one of the greatest inventions for the Grain Man and Farmer that has ever been invented. We could not get a carpenter and so we went to work and put it in ourselves.

Yours truly,  
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The Block used in Presto-Lansing Grain Bins. Note the deep grooves in top and bottom for extra thick layer of cement

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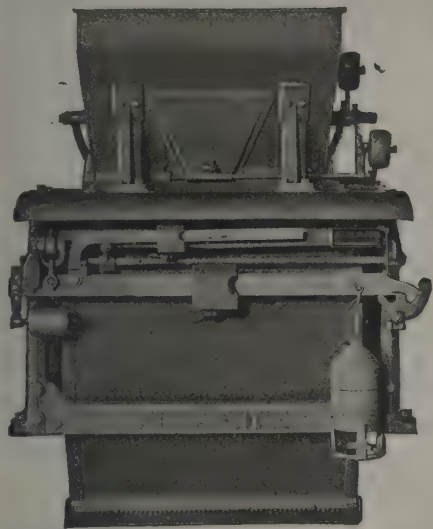
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Show the value of any number of bushels or pounds of WHEAT, RYE, OATS, CORN OR BARLEY at any given price from 10 cents to \$2.00 per bushel. One of the most useful books ever offered to millers. Indorsed by prominent millers and grain dealers. Bound in cloth, 200 pages. Mailed on receipt of price.

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## SONANDER Automatic Grain Scale

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specified by the largest and best Engineering, Constructing and Mill Building Companies in the World—WHY?

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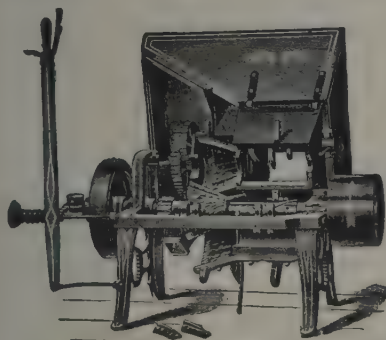
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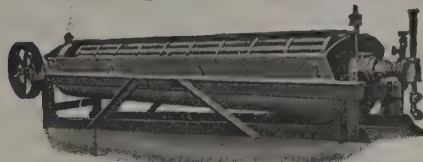
Because their large capacity, cone-shaped grinders and positive self ear feeders are properly designed to direct every ounce of power energy to the actual reduction of the grain.

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**Handles Flour—Grain—Hay—  
Mill Feed—Sweet Feed**

Warehouse Storage, Capacity 100 car loads.  
Buys outright and handles consignments.  
Enjoys good trade in Virginia, North and  
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**LOCATED AT 30th ST. and C. & O. RY.  
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I can give you a ledger that will reduce your work and the time of posting fully 60 percent and give you the correct balance of each account after every posting.

I have solved your account-keeping problems just as I have done for many other lines of business during the last 30 years.

I want to show this simple, complete and satisfactory system to you and have one of my trained auditors install it for you just as soon as you are ready.

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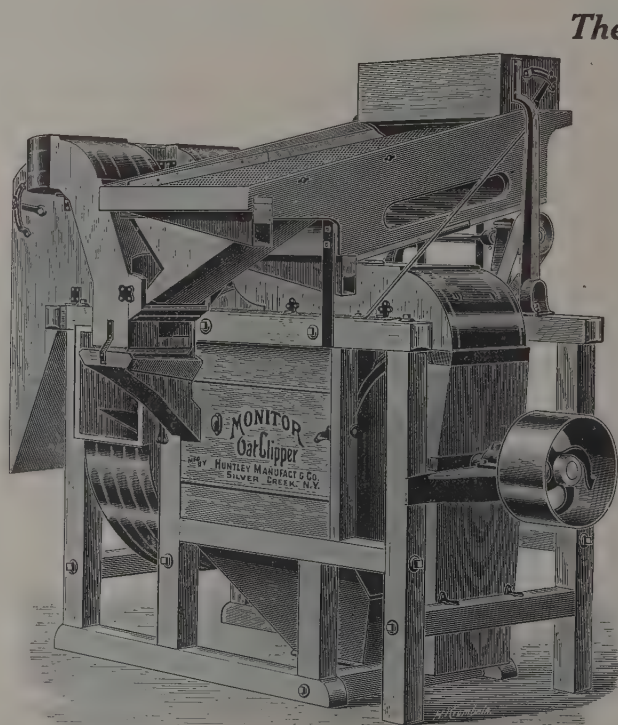
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## Clipping Oats or Clipping Profits?

It depends on your Clipper. Some Clippers clip off profits when they are supposed to be clipping oats. The Oat Clipper which, in clipping the oats, increases the profits, is the machine to tie to.



The

**Monitor**  
REGISTERED TRADEMARK

OAT CLIPPER builds the profits of a grain business in an amazing manner.

Why? Because its percentage of loss through shrinkage is extremely small—its power requirements low and its cost of upkeep small.

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A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

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Established in 1882.

VOL. XXXVIII

CHICAGO, ILLINOIS, OCTOBER 15, 1919

NO. 4

## New Concrete Storage for a Kansas Company

### Enns Milling Company of Inman, Kan., Completes Elevator of Superior Design

**J**UST one important unit is all that is necessary to add to most mills to make them up to date and fully complete milling plants, and that is a modern reinforced concrete grain elevator that will handle grain quickly and economically. The Enns Milling Company of Inman, Kan., is a wide awake Kansas milling firm, who recognized this fact and used rare judgment when they selected the elevator, of which the engraving herewith is a reproduction, from the samples of a reliable builder.

This elevator is of reinforced concrete construction throughout, consisting of four round tanks 18 feet in diameter by 88 feet high, spread apart four feet one way and six feet the other. The space thus formed by the surrounding tanks forms the working house with six overhead bins and two leg wells. Three tanks are used for storage while the fourth one is subdivided by means of two cross walls. The bottoms of these four bins are raised high enough to feed into a cleaner which stands on first floor directly under them. Just above these bins is a 2,000-bushel hopper scale into which all car load grain is received, and which discharges into either of the four bins, back into cars or into a steel milling bin.

Between the track and elevator is a large concrete receiving pit which discharges into the boot of a leg of 2,500-bushel per hour capacity, which discharges the grain through a steel telescoping trolley spout into a bin or to the hopper scale.

On the opposite side of the elevator there is an 18-foot wide concrete wagon shed equipped with two sets of controllable dumps under which are three large dump sinks which discharge into another 2,500-bushel leg also fitted with a steel telescoping trolley spout which will also reach all the bins and the scales.

Underneath the superstructure and extending full length of the plant from dump sinks to car sinks is a spacious basement, 12 feet deep. All grain is

handled by gravity, the cupola being high enough and basement deep enough to eliminate the necessity of conveyors. The tanks are surmounted by a cupola 16 feet wide by 44 feet long by 19 feet 6 inches high.

Other important features of the building itself are: A structural steel canopy to protect car and car sink from the weather; a steel grate over the car sink; smooth trowelled concrete hoppers bot-

venient point in sight of the machine or leg it drives, a valuable arrangement in case of a choke.

Other machinery equipment consists of a power shovel supported on a steel frame under the car canopy; a 10-inch by 10-foot flexible car loading spout; a manlift and a 5-ton car puller. In fact nothing has been left undone to make this a most modern and complete milling elevator, particular care being taken to supply first class material in the

building and first class machinery equipment, which is characteristic of elevators designed by a competent engineering department, and an efficient field force, such as is always employed by the Burrell Engineering Company of Kansas City, Mo., the builders of this elevator.

Milling firms are coming to realize the economic importance of storage capacity which will insure enough grain to carry them through periods of scarcity. At present this added storage is of particular value for the uncertainty of car service during the winter months puts many plants to serious inconvenience if not to a total suspension of activity.

During the period in which the railroads will resume control of their lines there will probably be more or less uncertainty of service, for there are many practices which the Government has instituted which will have to be reconciled with an economy of operation that will make it possible to pay expenses, a little matter in which the Government apparently had no

concern. Whether these adjustments can be made without serious labor troubles remains to be seen. Then, too, with the heavy movement of wheat toward the terminal markets, it is hard to tell just what the situation will be this winter for the mills in the wheat fields. Those in the richest wheat districts of the country may find themselves forced to shut down for lack of wheat to grind if they are not amply provided with extra storage. In any case the Enns Milling Company is prepared.



NEW WHEAT STORAGE OF THE ENNS MILLING COMPANY, INMAN, KAN.



## Feedingstuffs from a Grain Elevator

Elevator and Feed Plant of The McMillen Company at Fort Wayne, Ind.

FROM a grain dealer's standpoint, Van Wert, Ohio, and J. W. McMillen & Son were synonymous for over 20 years. The firm controlled from five to 15 elevators in northwestern Ohio, and its hay business was on a scale of equal magnitude. D. W. McMillen, the "son" of the firm has for years been one of the leading figures in the hay trade, having been for two terms president of the National Hay Association.

Three years ago Mr. McMillen, seeing the greater opportunity of conducting a successful business of this kind in Fort Wayne, Ind., bringing with him the good will and patronage of a host of friends, purchased the transfer elevator at that point, and

as Mr. Neal's 30 years' experience as a flour miller and later specializing in the milling of feeds and chemistry has gained an enviable reputation as a scientific compounder of feeds. There is nothing that Mr. Neal would rather do than talk feeds and livestock. His wonderful knowledge of these great subjects enables him to go as far as you like on any subject pertaining to plant life, chemistry or the physiology of livestock. Mr. Neal will be glad to give any advice he can along the line of feeding, which would be worth any one's asking if interested.

Mr. Neal's idea of compounding a balanced ration is to build a feed upon a strictly physiological basis.

"Wayne Feeds" popular, which, by the way, is the trade name by which these excellent feeds will be known.

He says: "I have been criticised by a few nutrition experts as being somewhat extreme in my views on dietetics, but many, on the other hand, have commended me after thorough investigation and say that I am upon the right track. As for my



PRESIDENT D. W. McMILLEN

own satisfaction, I guide myself by the verdict of the hog, or dairy cow, etc. It's results I'm after."

When The McMillen Company started to make feeds, one of the big questions to decide was whether they would make cheap feeds or the very best feed possible. They decided to make only "quality" feeds—and their decision was not a mistake. They have been running full capacity from the very beginning and are now figuring upon additional facilities to care for their rapid growing feed business which is only about eight months old.

The finances of the company are ably safeguarded by E. F. Stephen, who is treasurer, formerly assistant chief clerk in the superintendent's



THE McMILLEN COMPANY'S ELEVATOR AND FEED MILL AT FORT WAYNE, IND.

with the efficient and untiring assistance of H. D. Egly, who is now secretary of The McMillen Company, gradually and quietly built up a large wholesale grain and hay business.

Mr. McMillen's progressive spirit and wonderful knowledge of the grain and feed situation, has again caused him to reach out still further and add to the already large business amounting to thousands of cars of grain and hay each year, a large modern feed manufacturing plant and, like good business men, the company has installed the most modern machinery obtainable for the manufacturing of a full line of hog, dairy, horse, and poultry feeds.

This concern no more than got started to manufacturing feed, than it realized that it needed more room and has since added a large addition. The feed plant consists of 25,000 feet of floor space, the bin storage for bulk feeds will care for 20 cars, and the total storage amounts to about 80 cars. The machinery installed is strictly up to the minute, nothing being spared to compound a full line of "Quality" feeds in great quantities. Eighteen Gauntt Feeders for the various by-products are kept busy; a 30-inch Monarch Attrition Mill is grinding constantly; a stand of 9x24 Allis Rolls for cracking corn and oats for horse feed; a three pair high 9x24 roll for cracking corn for scratch feeds and cracking wheat and kaffir corn for chick feed; a screening device and aspirators for eliminating all dust from poultry feeds. A cracked corn separator with dust collectors, a W. J. Savage Mixing Machine and other necessary appliances for economically handling molasses and the finished products.

After deciding to install the very best machinery obtainable, they wisely decided to secure the services of the very best feed miller and chemist possible and they were happy in being able to secure F. B. Neal, formerly with the Buckeye Cereal Company, of Massillon, Ohio, whom the writer thinks can justly be given the title of "doc-

All ingredients are chosen for their high feeding value and their per cent of digestibility, carefully compounded in such proportions as is best suited to meet the animal's requirements for rapid growth and maturity. The word "haphazard" is not known



ONE OF THE THREE LARGE WORKING FLOORS OF THE McMILLEN COMPANY'S FEED MILL

to Mr. Neal. He has a reason, a purpose in mind for each commodity used and the quantity used of each.

He claims an animal can utilize for maintenance, growth and maturity only such elements as the animal body is composed of and only in such proportions as each separate organism can utilize it. Mr. Neal claims that in his feeds he is supplying this, and that it is the thing which will make

office of the Pennsylvania road. Mr. Stephen is well and favorably known in lodge and church circles.

Due to the continued loading of thousands of cars each year, the company showed much wisdom in securing the services of T. L. McGee, as traffic manager, who formerly had been revision clerk for the Pennsylvania. There is not a railroad man in Fort Wayne who does not know Tom.



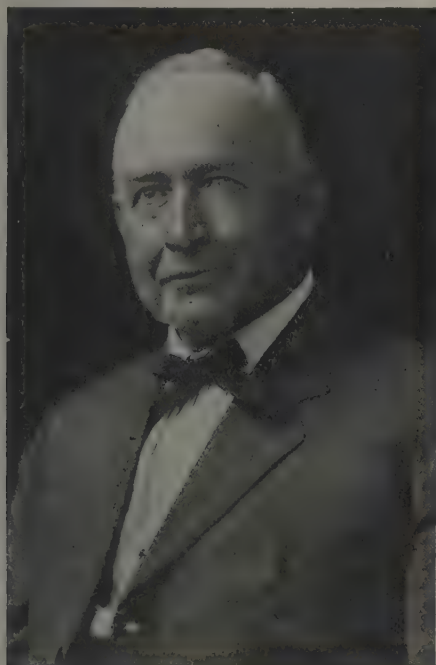
E. K. Shalley, formerly from Berne, Ind., has charge of the sales and advertising end of the business. Mr. Shalley is right at home conducting this part of the business, as he has had considerable experience in similar line.

In addition to its other efficient men, the company has been fortunate in adding to its staff Homer P. Moses, who has charge of the office. Mr. Moses is well and favorably known in business, financial and social circles. For a number of years he was manager of the wholesale house of the S. Chaska Company, but coming directly from the S. F. Bowser Company, with whom he has been connected for several years.

### WHERE DOES THE GRAIN GO?

The various proportions of the crops that are fed to the different classes of domestic animals on farms in this country have been determined by the Bureau of Crop Estimates with interesting results. Corn, of course, is fed to hogs much more than to any other class of animals—50 per cent to them, or fully one-half of the quantity fed to all animals. Horses eat 24 per cent, cattle 19 per cent, and poultry 5 per cent.

Horses are the chief eaters of oats, their share being 68 per cent, that of cattle 13 per cent, of



F. B. NEAL,  
Superintendent for The McMillan Company.

hogs 11 per cent, and of poultry 6 per cent. Barley is chiefly eaten by hogs, whose consumption is 60 per cent of the quantity eaten by all animals, while horses eat 18 per cent, cattle 12 per cent, and poultry 11 per cent. Of the small fraction of the wheat crop fed to animals, poultry gets 59 per cent and hogs 29 per cent. Nearly all the hay goes to cattle and horses, 51 and 45 per cent, respectively.

Rye has been fed to animals as well as used for bread and whisky, and more than one-half of this feed has gone to hogs, one-quarter to horses, and one-seventh to poultry. Nearly all the silage is eaten by cattle, and a little is consumed by hogs, horses, sheep, and even by poultry. Mill feed is especially for cattle and swine, which together consume 86 per cent of the whole quantity that is fed, in about equal proportions.

The figures of the bureau indicate that hogs are the principal grain eaters, horses a close second, cattle third, poultry fourth, and that sheep consume a mere trace. Cattle are the greatest forage eaters, and they and horses consume the bulk of it, so that little is eaten by sheep and swine, as fractions of the total consumption by animals.

SHRIVELED wheat will make good seed if plump grain is not available, says Robert C. Dahlberg of the Minnesota Experiment Station. He advises testing for germination, however.

## Informal Notes of an Elevator Pilgrimage

No. 19—In New Hampshire and Massachusetts

BY JAMES F. HOBART

YEP! I'll have to "fess up" that it has been a whole lot like "Old Home Week" for the past three months, and that I have seen far more blueberries, clams and peaches, than I have corn, wheat or oats. And, the only reason for not visiting any elevators since last June, at Lancaster, Pa., was just because there wasn't any to visit in this "neck of the woods!"

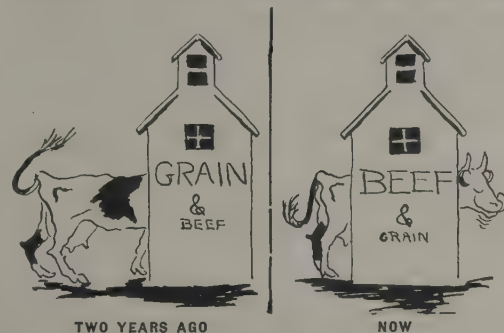
But, I intend to do better after this—honest to goodness, I do—and I'd have visited a lot of elevators during the last three months, and right good

and the railway station is so squeezed in between the bridge and the elevator that there is little or no room for side tracks, so the elevator finds itself hard put for trackage since the grade separation of railroads and streets in Haverhill. Right squarely from the bridge, the elevator building looms up, its gable covered with big black letters which read:

J. O. Ellison & Co., Grain, Feed, Hay and Straw. Wholesale & Retail. Flour and Potatoes, Wholesale Only. Tel. 44.

I found some most interesting things in that little 30,000-bushel elevator, which, built upwards of 40 years ago, is a mighty good and convenient country elevator as things go now. Superintendent Young gave me the glad hand and took me to Foreman Sullivan to be turned loose in the elevator. They can unload five cars at the same time, one with bulk grain, the other sacked stuff and also, a car of coal can be unloaded into the adjacent coal storage, while a fourth car of coal can be unloaded farther up the dead-end track, at an open coal dump. As the little spur track can only hold five cars, the activity thereon is immense. But there is plenty of time because since the U. S. Railroad Administration took hold, the car spotting service has been cut from twice a day to once in 24 hours!

There, I nearly overlooked that fifth car on the Ellison siding, but while I was at the elevator, they were actually unloading baled hay from that fifth car, and doing it in a hurry! The car had been



elevators too, if they'd only been there to visit. But the other day, September 24, I called at a sort of elevator in Nashua, N. H., where S. D. Chandler sold grain—and lots of it—for many years. Later, the name was changed to read: Nashua Grain Elevator—and that sign remains over the door to this day although not a pound of bulk grain is received.

About two years ago, an account of this little elevator was given together with interesting descriptions of the equipment of the elevator, also of the singular manner in which they took bulk grain from cars upon the out-going rails of a busy double-track road, dodging trains as best they could, and sending grain to the top of a tower only four feet wide, and into a conveyor which carried the grain across, high above the tracks, into the house for distribution into the several units of storage.

At the time of my visit, two years ago, to this fine little elevator, a dressed beef company occupied a little space in the rear of the building and operated a small refrigerating plant for their own use. The other day, as I visited the plant, the "tail was wagging the dog" and the beef company operated the whole business, elevator and all, and occupied most of the building with their largely increased fresh meat business, E. B. Saunders at present owning most of the beef business and operating some of the elevator building for the storage and sale of sacked goods for local distribution only. No use at all is being made of the elevating and conveying machinery in the structure.

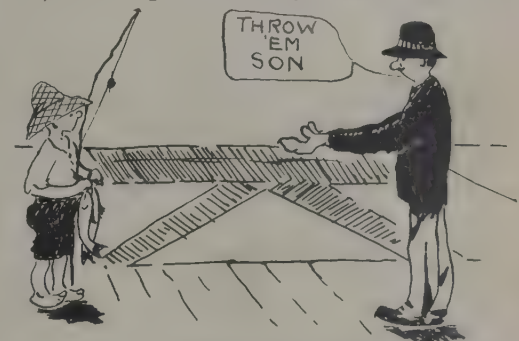
One day, somebody told me that they had once passed a grain elevator in Haverhill, Mass., so I



A NEW WAY OF UNLOADING HAY

took the interurban trolley and went over there. I quickly found the elevator—but it wasn't in Haverhill—it was in Bradford, but that is nothing in Massachusetts, for as in New Orleans, they go right across a big river, gobble a town and annex it to the city which steals it. So Bradford, Mass., is now a section of Haverhill, on the map, but not in the hearts of its residents.

Haverhill Bridge, is almost as famous in Massachusetts as is Harlem Bridge in New York City,



MAKING HIS CATCH

spotted about 30 feet from the hay door of the elevator which was in a building devoted almost entirely to hay matters. A single rope had been run over a sheave above the house and the rope was loaded with two wide hooks which could be grabbed into the ends of two bales of hay placed side by side.

A 15-foot "steamboat landing plank" had been placed fair with the car door, one end of the plank resting upon a low trestle, bringing one end even with car door, while the other end of the plank laid on the ground with two narrow planks or skids placed side by side between ends of steamboat plank and the hay house. Five men worked the hay-handling. One man pushed bales from the car and placed them in fours, one beside the other, on the inclined plank. Another man adjusted the big hooks to the ends of the two rearmost bales, then jumped with his knees upon the rear bale and hung on while the hoist-man worked the levers and pulled all four bales and the man, right to the side of the hay-house. Then, the loader jumped off, the two bales went up quickly, and as soon as the hooks could be returned, the other two bales were sent up also. By this time, four more bales had been placed upon the inclined plank, ready to be sent up to the fourth and fifth men who trucked the hay back and piled it at their leisure.

At the top of the elevator house there is an old-fashioned "turntable" which has 18 openings and two or more spouts are gate-connected from some of the holes. The holes in the turntable are all bevel-sawed through 2-inch plank and each little cover is marked upon its under side with the number of the spout or spouts connected with that opening. As each cover is hinged to the turntable



head, there is little chance that connection of the elevator discharge pipe will be made into the wrong opening of the turntable.

Three elevator legs are bunched together under the turntable. The receiving leg, the oats and the meal elevators are all placed side by side so that by means of gravity, any bin or any machine in the elevator building may be reached from either elevator head without the use of a conveyor.

There is a separator in the elevator, a single attrition mill and a feed grinder, an exhaust fan being fitted to take away the dust, thereby keeping the premises good and clean. One of the big 3,000-bushel bins, all built of 2x6-inch stuff, "cob-housed" together, has been divided into four parts for feed, meal, etc., as ground by the several machines, among which I saw two reels, two double stands of rolls, a separator and one automatic scale.

The power equipment of this elevator is quite modern. Formerly the elevator was driven by steam, and one part of it is still well filled with old pulleys and shafts which have been removed, leaving the elevator clear of most of the belting and about all the shafting. When first electrified, a single motor was installed, but this has been abandoned and now, five or six smaller motors are used to drive the machines and elevators.

There is another elevator in Haverhill, really in town and not somewhere else, so after reaching Merrimack Street, which runs for miles along the noble river of the same name, I hid myself to the "Clam Shell" Restaurant, and how the sea food and my pocketbook did suffer.

Around on Essex Street, at Number 190, I believe, I found the Haverhill Milling Company's elevator with its 30,000-bushel capacity of grain storage. The bins are built of 2x5-inch scantling, strong and stiff and like all structures of 40 years ago, show a line of framing to be admired—but not imitated in these days of concrete and falsework. A single electric motor drives the machinery in this elevator, it being connected, engine fashion, directly to the main shaft, making necessary the driving of tons of shafts, belts and pulleys.

One of the distinctive features of this elevator, is the elevated track from which grain is received. When erected, the elevator and its track, stood on the ground, but grade separation in the Haverhill streets, skied the track and cost the elevator owner, at that time V. M. Bourneau, who originally constructed the elevator, about \$17,000 to remodel the structure so as to meet the conditions imposed by elevating the tracks.

And, the task was accomplished in a manner which makes the elevator a model of convenience. Like most Massachusetts elevators, hay and coal are handled as well as grain. In this business, the coal is under and at one side of the elevated track, while the grain business is on the other side and the hay is located opposite the grain elevator and above the coal bins which range along under the tracks for a length of five cars, the number which can be accommodated at one time upon the elevator track. And, what is more, these five cars are under cover, with big doors which can be closed across the track, and with tight doors and partitions separating the tracks from the hay storage, something quite important, should, as has happened, a careless engineer drive a fire-spitting locomotive into the track shed among the baled hay!

Formerly, it was necessary to shoot the bulk grain from car to sink under the elevator floor, a moveable guide chute being raised when cars were unloaded, and dropped out of the way at other times. Then the grain would flow direct to the unloading leg, but grain had to be unloaded no faster than the elevator could handle it, as the sink-capacity was very small and could hold very little grain.

But when the track was elevated, the unloading sink was placed on the far side of the track, a section of the coal storage being taken for that purpose. A space was arranged large enough to hold an entire carload of grain, and a conveyor was put in, leading from the grain dump to the receiving elevator. This arrangement proved very convenient. A car load of grain could be unloaded as fast as the power shovel could handle the grain,

and there was no need of watching the elevator. In fact, the grain could be elevated at any time most convenient after it had been unloaded.

The enclosed track, five cars in length, could be unloaded from all along its length. At the place where bulk grain was received as above described, and coal could be delivered directly downward anywhere along that track. The coal pockets also extended outward from the track for some distance. This was the old coal storage space, used before the new storage under the elevated track had been acquired.

Above the old coal space, a building had been erected, its floor level with the car floor line and upon this floor, through five well fitting doors, one for each car upon the elevated track, the sacked grain and the hay was trucked. Both could be trucked direct from or to car or storage, all upon a level.

I also noticed a clever arrangement for making cracked corn and meal. A double pair of rolls was so spouted that one of the pair could be used to crack the corn, which was elevated to a reel on the floor above the rolls. The reel removed all the meal from the cracked grain, also, it took away all that was not required for the amount of cracked corn wanted. The portion thus separated, returned to the rolls again, but passed through the other pair of rolls, by which it was made into good honest meal, thus forming an up-to-date corn mill, of "two breaks and one reduction." But it did make nice clean cracked corn with absolutely no dust in it, and with no meal either. And the meal was very good and even too.

For grinding oats, a double attrition mill was used, the machine being belt-driven, leaving little to be desired save electrical drives of individual motors for the entire elevator. Two reels were noticed, one for cracked corn, the other for meal. In the sacked grain and the hay storage, slides were noted for sending sacks or bales either into cars or into teams. In addition to the usual smooth slide, these had a rack which was placed above the slide and so arranged that a sack or a bale would be stopped near the lower end of the slide.

To accomplish this, the over-rack was made to drag upon the bale or sack as it slid down. The drag could be made to bear lighter or harder by means of chains which supported the drag and prevented it from hanging lower than allowed by adjustment of the chains which was done by means of a windlass over which each chain was wound. Thus, the drag could be adjusted, for either light sacks or bales, so they would slide easily to the bottom of each chute. An adjustment of the chains was also required when the weather was damp or when it was dry, as the sacks and bales moved much differently under the conditions above noted.

Upon leaving this fine little elevator—it had a 16-hole turntable at the top of the house—I walked back to Haverhill Bridge to take the car back to Nashua, and I had the nerve to go a-fishing, almost right on the bridge! In less than five minutes I had acquired two of the slickest looking two-pounds-each fresh mackerel that ever swam along the New England Coast! It took just a dollar for "bait" to catch that four pounds of fish, but, gee whiz, how good they tasted that night for dinner. Fine, to have a fish market right on a bridge, isn't it?

## GOVERNMENT WILL HANDLE INTRASTATE WHEAT APPEALS

Effective immediately, the United States Department of Agriculture will handle all wheat appeals from licensed inspectors' grades on intrastate as well as interstate transactions. Formerly, under the Grain Standards Act, wheat was required to be shipped or delivered for shipment across state lines before an appeal could be taken to the Government.

The new arrangement has been made by the Secretary at the urgent request of Julius H. Barnes, United States Wheat Director, and is effective under authority and during the continuation of the Food Control Act, the Wheat Guaranty Act. and

the Executive order of May 14, 1919. Mr. Barnes stated that it was necessary to have the appeal privilege on all wheat whether interstate or intrastate in order to make the wheat price guarantee good to the producer of wheat everywhere in the United States.

Pursuant to this agreement Federal grain supervisors in all the large markets of the United States have been instructed to entertain all wheat appeals presented.

## ACTIVE CAMPAIGN TO PREVENT DUST EXPLOSIONS

The three recent elevator disasters at Port Colborne, Buffalo and Kansas City have served to impress the trade anew with the necessity of exercising every precaution against the dust explosion menace. Along this line the Department of Agriculture has issued a circular entitled "Just a Word About Grain Dust Explosions," compiled under the supervision of D. J. Price, Engineer in Charge of the Grain Dust Explosion Investigations.

The circular, which can be obtained for the asking, is in attractive form, illustrated, and cites eight examples of the most common causes of dust explosions in elevators and mills. It concludes with "A Dozen Rules for Safety" as follows:

1. Keep your plant clean. See that beams, spouting, machines, and floors are free from dust. A dust-free mill or elevator is explosion-proof.
2. Inspect the plant frequently for hot bearings.
3. Keep constantly on the watch for elevator choke-ups.
4. Report any slight rubbing, slipping, or other trouble with belts or machines.
5. Keep all foreign materials from entering the grinding machinery by installing a magnetic separator.
6. Do not smoke while in or near the mill or elevator.
7. Do not carry matches in or near the buildings.
8. Do not allow an open flame, lantern, or torch in the mill or elevator. Dust + open flame = explosion.
9. Do not lower artificial lights into bins to determine the amount of grain, flour, or feed they contain. A weighted tape or measured rope will give better results and eliminate the fire hazard.
10. Prevent the accumulation of static electricity on machines and belts by proper grounding methods.
11. See that all electrical equipment is properly installed, light bulbs well protected, and switch and fuse boxes kept closed.
12. Sack the ground material immediately or convey it to bins of small capacity.

## SOUTH GAINS IN GRAIN PRODUCTION

The total grain crops of the Southern States for the present year, according to statistics compiled by the *Manufacturers' Record*, will show a gain of about 320,000,000 bushels over the crops of last year, while in the rest of the country there will be a decline, based on the September 1 estimates, of about 357,000,000 bushels. The South has thus, by the enormous increase in its grain crops, saved the nation from a disastrously short crop.

The total grain crops of the South this year will aggregate about 1,645,000,000 bushels, while the rest of the country will have an output of about 3,831,000,000 bushels; in other words, the South this year will produce more than 30 per cent of the entire grain crop of the United States.

There is a gain in the South this year in the wheat of 46,000,000 bushels, while in the rest of the country wheat showed a decrease of over 40,000,000 bushels.

The corn crop of the South will show a gain over 1918 of about 179,000,000 bushels, while the increase in the rest of the country is only about 95,000,000 bushels.

The oat crop of the South shows an increase of 57,000,000 bushels, while in the rest of the country there was a startling decrease of 370,000,000 bushels in oats production.

The estimated value of the four leading crops, corn, wheat, oats and cotton, for the entire country, based on September 1 prices, will be about \$10,000,000,000, which is \$4,500,000,000 more than the average annual value of all crops between 1912 and 1916.



# Grain Dealers National Convention

**W**HEN the first session of the twenty-third annual meeting of the Grain Dealers National Association was called to order on the morning of October 13, at the Planters Hotel in St. Louis, Mo., all attendance records of previous conventions had been broken. The final registration was in excess of 1,200, and both shippers and receivers were well represented from the entire grain belt of the country.

The addresses held more than the usual interest. For the past two years the trade has been meeting war conditions, and though many new situations had to be met, those conditions were pretty definitely known. At this meeting, however, every speaker called attention to the fact that we are now engaged in reconstruction and that the future was obscure in many respects, calling for the best thought, the hardest work, and the highest purpose on the part of the trade. It was a great getting-together occasion, but beyond the friendships renewed and

sion to the Exchange floor. At all times during the convention the earnest thought and careful effort of the various local committees was in evidence. The meeting, from every standpoint, was one of the best in the history of the Association.

## The Opening Session

The Convention was called to order by President Goodrich at 10 o'clock A. M.

**The President:** The meeting will now come to order. We will all stand while Rev. William C. Bitting, pastor of the Second Baptist Church of St. Louis, invokes the Divine blessing upon us.

**Mr. Bitting:** Almighty God, Giver of every good and perfect gift; Thou waterest the earth, and caustest it to spring up. We thank Thee that Thou open-

Thee in gratitude and thanksgiving. Bless our great country, bless Thy servant, the President of the United States, and may his health be preserved. Bless the governor of our state and the mayor of our city, and all Thou hast clothed with authority everywhere, and may the principles of freedom, righteousness and love show themselves not only in legislation but also in administration, and may the common weal be the passion of every patriotic heart. Bless those who speak this morning, and give them words of wisdom and cheer. Guide the deliberations of this session, and may all things said and done work together for good and toward the enthroning of the will of God in the hearts of men. We ask it through Jesus Christ, our Lord. Amen.

**The President:** We are fortunate to meet in this beautiful Mound City of the "Show Me" State. If I had not been born in Indiana, I should like to have been born in Missouri. Without saying a word about his keel being laid straight and true, I now have the pleasure of introducing to you Mayor Henry W. Kiel of this city, who will deliver an address of welcome.

## ADDRESS OF WELCOME

**The Mayor:** Ladies and Gentlemen: This audience impresses me very much this morn-



FIRST VICE-PRESIDENT H. I. BALDWIN

the fellowship developed there was manifest an earnestness of purpose and an eagerness to learn that gave inspiration to the speakers and a value to the meeting beyond the high expectations of all who attended.

The President's Address, Secretary's Report, the comprehensive committee reports, all showed plainly the earnest thought and ceaseless efforts that have been put forth during the year by the men in charge of the affairs of the Grain Dealers National Association. And seldom has the Association had the privilege of listening to so many truly able addresses by such eminent authorities as the leading speakers at the various sessions. The discussions following the different addresses proved conclusively that the grain dealers of the country, and particularly the members of the Association, are fully alive to the tremendous post-war problems that confront us.

The St. Louis dealers are to be congratulated on the excellent care taken for the comfort, convenience and pleasure of every guest. Monday being a holiday, the Exchange was closed for business, but it was wide open for hospitality, music, dancing and unlimited smokes being provided. On the other days the convention badge gave admis-



PRESIDENT PERCY E. GOODRICH

est Thy hand and satisfiest the desire of every living thing, giving food to the eater and bread to the hungry. We thank Thee for those mighty provisions Thou hast locked up in the earth, for all the forces of the universe that produce the things that make life itself. We thank Thee that we have only to open our eyes and see the workings of Thy hands, and to open our hearts to feel the Divine love Thou sendest to us, through the shining of the sun and the falling of the rain and the bounty of the harvest. We ask that these, who, in Thy providence, Thou hast called to minister to mankind, and may they recognize the holiness of their ministry. Save us from the error of looking at our daily vocations as merely a chance to make money, but may we regard them as a ministry, wherein we stand between the producer and the consumer, and may we realize we are taking from those who have amassed the wealth of the earth, and are distributing it to those who need its power and plenty. Bless each of these men and come near to each of them today who has a burden, and may we all see that this life, burdensome sometimes, and perplexed, is a part of the scheme of God in the ministry of human effort. Make us always to realize, Our Father, that back of the loaf is the snowy flour, and that back of the flour is the mill, and back of the mill is the wheat, and the shower and the sun and the Father's will. And so make us to come to



SECOND VICE-PRESIDENT H. E. BOTSFORD

ing. I am here to tell you that the city of St. Louis is glad to have you here, and I am here to extend to you a cordial welcome, the kind of welcome that is characteristic of the citizens of St. Louis. We appreciate the honor you have done us in selecting St. Louis as your meeting place. It means much to us. We want you to feel you are amongst friends, that you are welcome, and that we are glad you came, and at the same time to feel that you are accomplishing something for your particular interests.

When men get together and discuss problems of vital importance to them, they better their own conditions, they better business conditions, they become better acquainted with each other, know how to judge human nature better, and whenever you come together you accomplish things for your own particular line of business and for the communities in which you reside. It is my purpose to impress upon you that in St. Louis you are among real good people. You are not in the largest city of the United States, but I have always said it was the best, and that applies as far as every city except the one you live in yourself. Home is always best, and we love it best. But we want you to be impressed with our hospitality and the cordial reception given you. I know your Entertainment Committee will provide for every one, and they will show you the beauties of St. Louis. I know they will point out the parks and the playgrounds, the recreation places, the public schools, and the eleemosynary institutions. I know they will draw your attention to our municipal docks. That is something you are interested in, be-



cause you are interested in the shipment of grain from here to New Orleans, to the South American ports and to foreign countries. We have developed a municipal dock system at an expense of a \$1,000,000, not out of bond issues, but out of the pockets of the municipal taxpayers. We have taken it out of the municipal revenue. It might have been used for other municipal purposes, but we felt it should be used in the development of the Mississippi River. We felt if the Mississippi were used for shipping purposes, the people of St. Louis would profit, and we took this million dollars and put it into a municipal dock. We have one of the best docks anywhere. It is 1,000 feet long, and will accommodate many barges. We shall equip it with the latest devices for loading and unloading the barges, and I have every confidence that shippers, whether of manufactured products or of raw materials will eventually see that great advantage lies in the use of the Mississippi

of the City of St. Louis, we shall be everlastingly grateful to you.

**The President:** Among the many splendid institutions in this city is the Merchants Exchange. We will now be welcomed to the city by E. C. Andrews, president of the St. Louis Merchants Exchange.

## WELCOME FROM THE MERCHANTS' EXCHANGE

**Mr. Andrews:** Mr. President and fellow members of the Grain Dealers National Association: I indeed esteem it a great privilege to welcome you on behalf of the Merchants' Exchange, probably the oldest grain exchange in the United States, certainly one of the most magnificent trading halls in the United States. You may not know that St. Louis is probably the largest consignment market in the United States. The Mayor has told you of the barge line, that barge line, carrying grain to the Gulf, will add to and make

pleasure of extending to you a cordial welcome to the city of St. Louis on behalf of the Merchants' Exchange.

**The President:** We are now to be welcomed, not alone to the city, but to the state. Governor Gardner, because of press of official business, cannot be with us, but he has sent a worthy substitute in the presence of Senator F. X. Wilfley.

## SENATOR WILFLEY'S WELCOME

**Mr. Wilfley:** The Governor asked me to express to you his deep regret at his inability to be here, and requested that I, as his representative, extend to you a hearty welcome on behalf of the Commonwealth of Missouri. There was a time when a welcome from the mayor of the city was quite sufficient for an association of this character, but the jurisdiction of Mayor Kiel is confined to the boundaries of the city of St. Louis, and by reason of the exigencies of war it may become necessary for you to go still farther than



J. W. McCord  
Columbus, Ohio



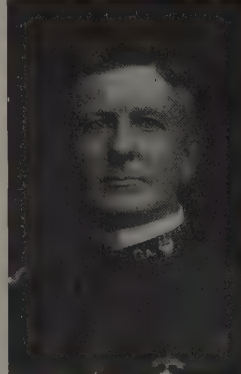
B. C. MOORE  
Kansas City, Mo.



P. P. DONAHUE  
Milwaukee, Wis.



H. T. BURNS  
Buffalo, N. Y.



J. H. BUESSE  
Athens, Ga.



W. M. PRIDDY  
Wichita Falls, Texas



T. J. HUBBARD  
Mt. Pleasant, Mich.



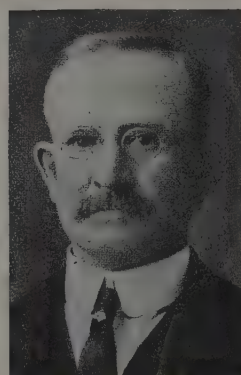
WM. DALRYMPLE  
Minneapolis, Minn.



S. W. WILDER  
Cedar Rapids, Iowa



ELMER HUTCHINSON  
Arlington, Ind.



U. F. CLEMONS  
Marshall, Okla.



W. T. HALE, JR.  
Nashville, Tenn.



A. L. SCOTT  
Pittsburg, Kan.



VICTOR DEWEIN  
Warrensburg, Ill.



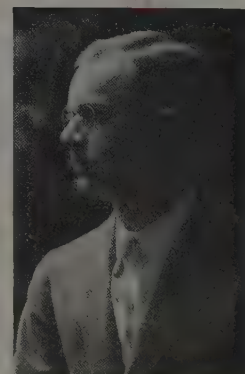
E. C. EIKENBERRY  
Camden, Ohio



JOHN S. GREEN  
Louisville, Ky.



J. S. WATERMAN  
New Orleans, La.



C. D. STURTEVANT  
Omaha, Neb.

## DIRECTORS OF THE GRAIN DEALERS NATIONAL ASSOCIATION

River when he has such facilities here. I hope you will take time to inspect what we are doing on this.

We do not propose to stop at that. We have in mind now a similar dock in South St. Louis. We feel the use of the Mississippi will benefit St. Louis and every intermediate city between here and New Orleans and between here and St. Paul.

I am sent here particularly to make you feel you are welcome in St. Louis, and I cannot impress that on you too strongly. I want you to feel at home, to see the things that interest you, to feel that you are among your friends, and to know we are glad that you came. And we hope when you go back to your homes that you will often think of your visit here, and if you can induce your friends to come here and visit us, we will treat them well, too, and extend to them the hand of good fellowship. We shall always appreciate your visit to St. Louis at this time. Have a fine time, the best you have ever had, and when you go back home, if you will sing the praises

of St. Louis still larger as a consignment market. And you will see a beautiful sight if you will go to any one of our present public elevators, now connected with loading facilities to the river, and see a barge carrying 60,000 bushels of wheat down the river, the first time in many years. Sixty thousand bushels of wheat or corn means 50 carloads, in one barge.

I have the pleasure to inform you that your badge will pass you into the Merchants' Exchange at all hours. No other means of introduction is necessary. While technically, on account of the holiday, the Merchants' Exchange is closed today, it is open to you. At the close of this session we should like to have all of you, the ladies included, visit the Exchange. We will have a form of entertainment for you, which I think you will enjoy. We have 900 members of the Exchange, all of whom wish to meet you and shake hands with you, entertain you, do everything in their power to make your stay in the city of St. Louis a pleasant one. I am glad indeed to have the

this city to find all the enjoyment you have looked forward to on this occasion. The city of St. Louis is bounded by the county of St. Louis. In the county of St. Louis there are 20 country clubs. The grain merchants of St. Louis are an industrious set of men. They will take you to these clubs, and furnish you the hospitality that may be afforded there. It is quite proper that grain merchants should be welcomed to these clubs at this time. The Mayor has told you of the million dollars that has been spent in docks; he has told you of our wonderful grain warehouses. When you go to St. Louis County you will find in the cellars of the country clubs a greater investment in grain than you will find in our warehouses. Marshall Hall, Harry Langenberg, Ray Carter, John Ballard and a number of others will show you, at our country clubs, that you can enjoy polo—and they will furnish you polo ponies, and golf sticks and tennis racquets, and keys. So, my friends, it was necessary for us to go further with our hospitality than the



October 15, 1919

boundaries of the city of St. Louis, and on behalf of the commonwealth of Missouri I invite you in your leisure hours to visit St. Louis County.

We are especially interested in the problems that will be discussed by you at this convention. You are primarily interested in distributing the staff of life to the hungry multitudes. You are confronted by strange and new problems at this particular time, because of the fact that the sweep of war has left a path of desolation and destruction throughout the world. You have been concerned, not only with the quotations in St. Louis and Chicago and New York, but as well with the quotations on the commodities which you handle in the foreign markets. The Department of Commerce of the United States advises us that you have sent foodstuffs to foreign markets during the last fiscal year in an amount five times the value of those commodities exported five years ago. You are confronted with the problem that confronts every line of industry today, and that problem is a shortage in the commodities which you handle. The demand of this hour throughout the world is production. We listen to agitation about the conditions that confront the people of the earth, but I want to advance the notion that the great problems that will have to be solved, that you will have to solve, will not be solved by agitation or prohibition or legislation, but they will be solved by production.

There is a disposition to find fault with the Government, and to recommend that the Government take particular action in this line and in that. I want to say that the fault is not with the Government, and especially not with our form of government. This war has demonstrated that we have the best form of government on the face of the earth for an enlightened people. It has demonstrated that we are not only prepared to meet the exigencies of war, but that we are capable of withstanding the tests of war. The trouble is not in the relation of the citizen to the government, but it is in relation to the individual and economic conditions. This Government gives the citizen the widest possible latitude in participation in governmental affairs. Indeed we have so many elections that it is difficult for the voter to qualify himself to exercise the franchise. We are always voting on something. We select candidates for office at the primaries, and choose them at the elections. We are voting on a bond issue today and improved roads or municipal institutions tomorrow, to inaugurate a new city charter or amend the state constitution. The initiative has given the people the right to legislate, and the referendum has given them the right to repeal, and the recall the right to impeach an official who the people believe has been derelict in his duties.

No, there is no trouble with the Government. We all enjoy more privileges as individuals than any other people on the face of the earth. The trouble with the benighted countries abroad today is that they did not possess the elements in their governmental constitutions that we enjoy, and hence their governments have been swept away. But the great necessity there, as here, is work. The people in Petrograd and Moscow are eating black bread and drinking tea without sugar, not because the fields do not produce, but because the Soviets have preached a doctrine of idleness and discouraged work.

A few years ago the call came to America, when the batteries of destruction were threatening the civilization of Europe, and in 1917 we answered that call. We came to the relief of civilization, and contributed an important part at an important time in the great war. By reason of the fact that we threw our forces into the fight at a strategic point and at a psychological moment, we were able to make a great contribution to civilization.

Today another call comes to us. The countries of the world are hungry. They are in great need of the necessities of life. America is strong, active, robust, with all of the machinery of government in working order. Europe's governments are threatened with bankruptcy. Her people are discouraged, the flower of her manhood lost, they lie dead upon the battlefields. She is trying to gather together the fragments of civilization and rebuild on these fields of destruction. She is threatened, as the world has always been threatened, with new, strange doctrines, with revolutionary ideas. I want to say to you that in this country there is no place for the Soviet. There is no occasion for revolution. That man can render the greatest service to the American people today, and to the world, who can get the people to work. The supreme topic of discussion is wages and profits. The supreme necessity of this hour is work. The captains of industry spend too much time in trying to augment their incomes by dividing their time between the stock market and business. And the employee is demanding more wages and less work. Both of these are important, but the instinct that should impel the people of this country today is the instinct to create something that is useful and beneficial to mankind. Then profits and wages will take care of themselves. We are confronted by a situation that is subnormal by reason of conditions of war. The way to restore the world to the natural order of things is for every individual to set himself about to do something, to create something, to produce something that will be beneficial to mankind.

I have no particular alarm concerning this country, although we must confess that the situation here

is not as we would have it; but, after all, the questions of the hour will not be settled by high sounding theories, but by fundamental principles of common sense. I believe the cry that should go from this convention and from every other convention interested in the great industries of today, should be not theory for war, but the cry for work; produce, produce, *PRODUCE*. I thank you.

**The President:** Some years ago, when I was going to school, we thought of Kansas beyond Topeka as the Great American Desert. I happened to be out there a while ago, attending the State Grain Dealers Convention, and I saw that wonderful country, and I met a man there that I think is a wonderful fellow. I am going to call upon him now to reply to these addresses of welcome, Mr. C. C. Isely, of Garden City, Kan.

## RESPONSE TO ADDRESSES OF WELCOME

**Mr. Isely:** I am sure we are all glad to be here this morning, from all parts of this great country, and to hear these hearty words of welcome. I think we are touched and impressed with the seriousness of the situation. I am glad the Senator spoke as he



SECRETARY EUGENE SMITH OF THE MERCHANTS' EXCHANGE

did, for he raised the question that is in every man's heart today. We are here to talk. This is a talkfest. Mr. Barnes, in his recent letter to Senator Gronna, said it was also a time for sobriety of speech, and I am led to remark that insobriety of speech is the cause of many of our ills. It was this carelessness in speech a few years ago that led us to indulge in thoughts of pacifism and unpreparedness. It was drunkenness or insobriety in speech in Petrograd, where hundreds of orators on soap boxes were speaking illusions to men hungry for the truth that caused the peaceful processes of the Russian revolution to

into us. But when a business organization gets together, and brands everything it doesn't agree with as bolshevism or syndicalism or I.W.W.-ism, we may be wrong. Let us hear these things carefully, and find a cure for the ills before us.

I take it the Association used to get together for acquaintanceship, for a good time and a better understanding of each other, and that is so today. Yet today men are gathering all over the country to consider seriously what is eminently more important, and that is the great problems underlying the unrest abroad in various countries and in our own land today. It is before us all. Two years ago, when Mr. Hoover told us to abandon our business and give our services to our country, we did it. We did the best we could. Now we have to take things up again. We have to some extent to think about profits, for we are anxious to meet our bank with a good face, and anxious, as every energetic man should be, to keep the wheels of commerce going. Unless the wheels of commerce turn, there will not be money for the laborer or bread for the country. Our commerce is only a part of this great world's work, but we cannot do our part by sitting idle and saying we do not care about our property or our profits. We must keep the thing going.

We sometimes mistake the causes of this great world war, and it may not be bad to think of them a bit. We have discussed it at times as being a war to create a new social order, and then a war to bring in a new social era. The war was fought to preserve things good in our civilization, things given to us by our fathers, home life, motherhood, childhood, fatherhood; life, liberty and pursuit of happiness were all threatened by the German invasion of Belgium. Those things were at issue, and we saved them. The question now is, can we still save those things out of the welter that surrounds the world today? When the Prussian went to France and Belgium, he said, "I want an outlet on the Channel." And he looked south, and he wanted an outlet on the warm water of the Aegean Sea and the Persian Gulf. And he didn't say, "Can I get them by commercial prowess?" But he started to take them by virtue of his good right arm and his sword. He preached might, and started to take these things by force. The Bolsheviks in Russia did not change it much. The Bolshevik said: "Here is a man with a few acres of land. He is a bourgeois; he wears a white collar. I will just take his farm and annex it to mine." His program was the same as the Prussian's. And we find that sort of people here today. They say, "Here is a man who has an automobile, and who goes to a good hotel. We want his automobile and his money"; and they set out to get it by might. A strike is an element of force, along the very same line. We do not want to condemn the laboring man for striking, but any proposition based on that sort of thing is generally wrong. Not that we must not employ force on certain occasions; but it is a good thing for a man to consider carefully the whole thing before he says, "I will use force to accomplish my purpose."

We should examine the relation between the elements of unrest and disturbance in this country and the Prussian forces that were let loose in 1918. It



CHAIRMAN HALL OF THE CONVENTION EXECUTIVE COMMITTEE AND HIS BUSINESS ASSOCIATES  
Seated: W. T. Brooking; W. J. Niergarth; Marshall Hall. Standing: J. T. Arthur

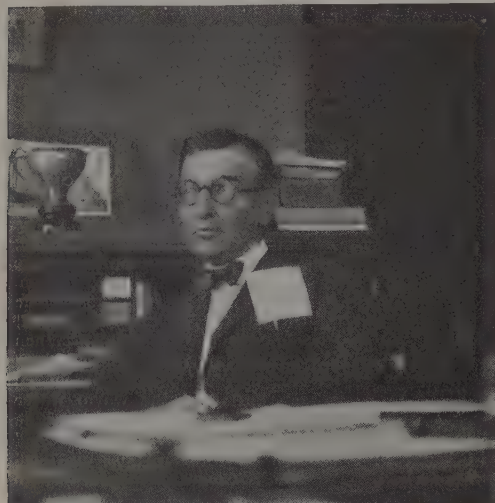
descend into the tremendous excesses and chaos in which Lenin and Trotsky and their people have plunged that country. So I think Mr. Barnes is right in counseling us to sobriety of speech at this time. We should be careful what we say.

The Senator has alluded to the fact that in this country many of the things that do not make for good are the product of careless speech and the misstatements of public men and agitators. Sobriety of speech and clear thinking should be the order of the day. We business men sometimes think we are the ones who are always sober and sane, and we try to be sane. We run against things that hammer sense

is the same sort of activity and has the same sort of ideal. As I understand the genius of American institutions, there is one underlying thing. The fathers said, "We create the constitution to give a man the right to have life and pursue happiness and liberty." Those are fundamentals, and bound up in that we have always understood the ownership of property as a fundamental right. We know a man doesn't get along well unless he accumulates a little property. It is an incentive to work. Benjamin Franklin inculcated that idea in us a long time ago. I remember it was in one of our readers at school. It would seem that we have forgotten that. I like to think



that the man who gets wages, the man who has a salary, the man who gets production, the man who is engaged in business, has a property, and the profits he makes adds to that property, and to the wealth of the nation. I think we are right along that line. I do not want to disregard human rights. I think we should go farther than that. On the train coming down there were two parents, and they had two little boys, one about four and a half, and the other two. The little two-year-old had not learned much about property rights. He wanted his brother's ball or his blocks, and he wasn't very careful how he took care of his brother's toys. The larger fellow had learned a little bit in this hard school about property rights. He was taking care of his things, and he didn't want his little brother to infringe upon his rights. And it was interesting seeing the parents inculcating in the mind of the little boy respect for the property



GEORGE F. POWELL TAKES TIME FOR A PICTURE

rights of the bigger fellow. They wouldn't let the bigger boy abuse his little brother. That was human rights, you see. That is a fundamental thing. But when we as parents see our little two-year-olds respecting property rights, and taking care of his brother's toys and of his own blocks or dolly or teddy bear, we are very proud of it. He is taking care of his property. It is a fundamental instinct in every normal American, and I think every normal thinking man everywhere. If that is true, and if ownership of property is a fundamental thing in the development of Americanism, what are we going to contribute to that? Shall we let these things drift? A man said to me yesterday, "These things will all come out right." That is the way we talked in 1915 and 1916. But they don't come out right. We must address ourselves to the task. Shall we let the agitator and the parlor socialist determine these things and stir

down there. It is work and work and profits and wages, and profit sharing. And their plant is going splendidly in that way, and has for many years. We are trying it out in our plant in Kansas. We are all partners together, a payroll of 50 men in 10 plants. Twenty of the men are stockholders, and the first of the year we are going to expand and bring in every fellow who understands our ideals and wants to work with us. We haven't had any labor trouble. When Uncle Sam told us in 1918, "You can't make any profits," we talked it over with the boys, and they said, "We will get along," and we did. That is something we should consider, and we should take the lead in solving this problem, and not let this thing be forced upon us by agitators and ill-seasoned politicians.

We are glad to be here. We have heard this is the center of the nation's commerce. We are glad of this barge line. It may help us. When it takes you six weeks to get a car shipped out, you want barge lines and elevators or something else to relieve that situation. I thank you.

**The President:** We will now listen to the president's report, and I have the pleasure of introducing him.

## PRESIDENT'S ANNUAL ADDRESS

**W**HEN we met in annual convention at Milwaukee a year ago, the world was in turmoil and the most destructive war of all history was being fought and the soil of Europe was again being drenched with the blood of the flower of the young manhood of the civilized world. We, as a nation, were straining every nerve to do our full share in the stupendous struggle that was a battle to the death between autocracy and democracy. This war was to decide whether the world was to be ruled by democratic nations or by Germany, the most autocratic government on the earth.

Our thought at that convention was the war and what we could do to back our soldiers, who were fighting on land and sea to avenge the wrongs Germany had done the people of Europe and the insults heaped upon our fair land. Our sole thought was what we could do as an organization to assist in winning the war and doing it in the shortest time possible. From the moment we entered the struggle our organization did all it could to aid the Government. Everything was offered, nothing withheld. When the history of the war is written, I am sure our Association will be accorded as much honor as any other body of men in civil life, for their unselfish devotion to our country's cause.

So it follows that it was not hard to keep the attention of our members, nor to have them follow the splendid leadership of my predecessor in office; he was the man for the hour and put the Association in the first rank among the business organizations of the country. It was but a few days after I was honored by being chosen as your president, that the glad news flashed over the wires that Germany had surrendered and the terrible struggle was over.

## Peace Time Problems

Then new problems were to be met and were more complex and difficult to handle than those of the war. Nearly five years of war had deranged the whole

duction of the things of daily need as all the energies of the country were exercised in producing the things to hasten the end of the struggle.

At the close of the war, we all hoped for and many predicted an immediate fall in prices and a hasty return to prewar conditions of business, but the reverse has been true. Prices of necessities of life have risen until in July values of food stuffs, clothing, fuel and other items of daily consumption advanced to higher prices than any time during the war and at this time there is no sign of an immediate return of values to a normal level.

But enough of the things that have been; we are more interested in the problems of the now and of the future. We have not accomplished all that we hoped for, nor all the things we have tried our very



F. W. LANGENBERG AND DAN MULLALLY

best to do. It has been our aim to keep this splendid organization true to its past with no step backward or no lowering of the ideals of its founders.

## The Oats Grades

The first question of great importance that confronted all the grain trade after I assumed this office was the approval of the proposed rules for grading oats.

Meetings were held between representatives of the grain trade and our organization with representatives of the National Agricultural Department in various states, where ample time was given all interests to present their views and make suggestions as to changes that were thought necessary to make the rules for grading oats more workable.

From the data thus gathered, were built the present rules for grading. They appear to be workable and insofar as can be learned by the handling of this year's crop, appear to be fairly satisfactory. The only serious criticism we have heard is that the moisture contents are too high and should be lowered to make oats safe to handle and keep in good condition while in long-time storage.

Another suggestion has been made that there is too wide a difference between the quality requirements for No. 2 and No. 3 white oats on this particular crop, reducing the value of No. 3 white oats about two cents under the price of No. 2 whites, when there is really not that much difference in the feeding value. In the old grades, standard oats filled this gap and covered a large portion of the oats that were too good for No. 3 whites and not quite good enough for No. 2 whites.

The criticism of the rules for grading wheat have been more general. There appears to be an urgent demand on the part of the millers, that the moisture permitted in No. 1, No. 2, and No. 3 wheat should be lowered by one point. These three grades are the milling grades. Bread is a prime necessity, the food stuff of the masses. If the moisture contents are so high as to endanger the keeping quality of our wheat and thus endanger any considerable amount of it for milling and bread making purposes, the rules should be changed to meet that condition.

## Market Survey

Early in this year it was brought to our attention that there was a marked difference in the practices relative to the inspection of grain in different terminal and other large markets; that some markets were very short of equipment and some had inadequate forces to make careful and accurate inspection of grain arriving at such markets. We took the matter up with Mr. Charles Brand of the Agricultural Department at Washington and from the conference with him came the appointment of a visiting Committee, made up of the following gentlemen:

Mr. W. J. Niergarth, Marshall-Hall Grain Co., St. Louis, Mo., for the Council of Grain Exchanges; Mr. J. W. Shorthill, Omaha, Neb., for the Farmers Co-



VISITING WEIGHMEN WHO MET DURING THE CONVENTION

up trouble? Shall we ask the politician to settle these things? The politician lives by the most votes. He pays attention to where the most votes are. He doesn't pay attention to the resolutions of the Grain Dealers Association. We do not cast many votes. He pays attention to the big crowd. If he were guiding a ship, and the sharks were calling for something to eat, he would throw overboard the fellow with the least votes. In this country we are still a bourgeois country. The I.W.W.'s and the Bolsheviks call us so, and I hope and think it is right. But let us keep that thing. Let us take the lead in that thing. I was glad to see Proctor & Gamble's story in the American magazine a little bit ago, about how they had brought their men in. They have production

business world. Productions of war materials had been doubled time and time again at the expense of almost all peaceful pursuits.

This expansion of manufacturing plants called for new equipment and new construction at localities often away from the usual points of distribution so that labor was shifted from its usual channels. Wages advanced in these special lines to almost fabulous amounts, attracting wage earners from their usual vocations, as well as for patriotic reasons, to work on war contracts.

So it appeared that nothing was real and all strange. Extravagance was the rule everywhere, the luxuries of prewar days are the necessities of now. The war had stopped or largely curtailed the pro-



operative Association; Mr. R. S. Hurd, Wichita, Kan., for the Millers National Federation; Mr. Elmer Hutchinson, Arlington, Ind., for the Grain Dealers National Association; Mr. C. W. Crawford and Mr. W. J. Manley, for the United States Railroad Administration; Mr. R. T. Miles, Chicago, Ill., for the Bureau of Markets, United States Department of Agriculture.

These men spent weeks in a careful survey of the inspecting of grain in the several markets, their labors taking them to all great markets and terminals east of the Rocky Mountains. Our Association was very ably represented by Mr. Elmer Hutchinson of Arlington, Ind., who was honored by being made chairman of this committee and will present later to this convention a detailed report.

The many and varied interests holding membership in our organization was never better illustrated than at the conference held in the Willard Hotel in Washington, D. C., last January preparatory to a hearing before the Agricultural Committee of the House of Representatives relative to the handling of the 1919 wheat crop. Over 50 delegates were present from every branch of the grain trade—exporters, commission men, country grain shippers, millers and others, all of whom proposed plans for the handling of the then predicted largest wheat crop this country has ever produced.

Two days were consumed in drafting recommendations to be presented to the committee. These agreed recommendations were presented by Chairman Reynolds of the Legislative Committee and a lengthy hearing was granted by Chairman Lever with his entire committee present. The recommendations made by our committee were adopted and written into the bill, demonstrating fully the power of concerted action and further that there was no conflict between the different branches of the trade that could not be smoothed out by intelligent discussions conducted in the right spirit.

#### Confirmation Blank

Were no other benefits derived from being a member of the Grain Dealers National Association other than the one feature of arbitration of differences between brother members, then our organization would have a right to live and be entitled to your loyal support. To one, who is not an officer in this Association and does not carefully read the awards in the *Who is Who* and our trade publications, they cannot realize the immense amount of work that the Secretary and the different arbitration committees perform. It is the greatest asset the Association has, and should be aided in every way possible to handle the cases filed quickly. If we can devise some method whereby we may lessen this work and at the same time safeguard the interests of our members, it will be a long step forward.

Early in my administration I was greatly impressed by the large number of arbitration cases handled by this organization and in almost every case, which attracted my attention, I noticed the difficulty grew out of a lack of a written contract, a poorly worded confirmation or conflicting contracts. My years of experience in other associations had convinced me this lack of a clear, simple contract was the cause of 90 per cent at least of the disputes in the grain trade. We at once took steps to see if a contract or confirmation blank could not be so devised that would be so worded in language so simple that the chance for a misunderstanding would be reduced to the minimum.

A meeting was called with delegates from the Council of Grain Exchanges, Terminal Elevator Association, The National Association of Co-operative Elevators, boards of trade and others. This committee met in Chicago, drafted a confirmation blank that, we believe, if put into use, will eliminate fully 50 per cent of the arbitration cases. Though this has been adopted by several affiliated associations and a number of grain exchanges, yet not enough have indicated they would use it to bring it into general use. Mr. F. E. Watkins, chairman of the Committee on Trade Rules, will report more fully on this important subject.

We, as an organization, must be interested in National legislation; it vitally affects our business. Never at any previous time was a strong National organization so necessary as now. No difference where we turn, we are confronted by organizations, some of them much larger than ours and collecting more annual dues. But no organization of business men stands higher than does our Association. To meet these problems, we must maintain our organization and increase its efficiency. The real test is to come, and the much that it has done in the past, is not to be compared to the work that it will be required to do to assist in getting the country back to a safe and sane basis.

#### Affiliated Associations

Soon after assuming office, I realized that the work of the different state and sectional organizations was of vast importance to this association and to the entire grain trade as well. It gives us our large membership, and working together closely with them, it gives us prestige at Washington, which we could not otherwise have. Realizing that, in the governmental control of wheat prices and the marketing of other grains, the terminal and other markets had their troubles pretty well ironed out during the previous year. So they were not in so urgent need of assistance as were the country grain shippers.

We began casting about for some means of helping this branch of the grain trade to meet the problems of the 1919 wheat crop. In some states during the previous year, the zone agents and the country dealers had not worked together as they should. Through agitation by farm papers and others, grain dealers were charged with exacting an undue handling charge on farmers' wheat and many were coerced into refunding to such an amount that they handled the wheat crop at an actual loss.

We were at war, public feeling ran high, neither the Government or the grain trade itself had reliable data to determine just what was a fair and just

organizations from every section of the country, it being a delegate body made up of representative men from the various organizations.

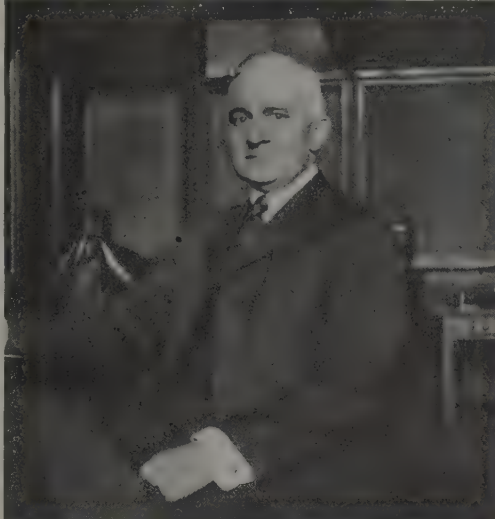
Mr. Barnes presided at the conference and his address was marked by its breadth and close attention to details, and gave those in attendance a much broader insight to the vexed problems of handling the wheat crop under Government control than we had before realized. He presided with dignity and firmness but with such kindly tolerance that he won the respect of everyone present. We left New York with the assurance that a big, broad man was at the head of a big organization and amply able to handle it. Time has not lessened that opinion but has daily strengthened it.

It so developed at this hearing, and the discussions took such a wide field, that the question of a handling margin for country buyers was so discussed in the conference that there was little left to discuss with Mr. Barnes. The opinion being unanimous that no margin be fixed by the Government, it was apparent to all that the cost of handling so varied in the different wheat states that no margin could be fixed by the Government that would be fair or workable in all parts of the country. A margin that would be fair and reasonable in one part of a state might be unfair in another part of the same state.

So a plan was suggested by the conference, which was later adopted by Wheat Director Barnes and made a part of the contract with handlers of wheat so that the rights of both buyer and seller were amply protected and a practical plan provided for settling any controversies that might arise so that each case was to be handled on its merits, in accordance with the contract entered into between the Wheat Administrator and the dealer.

The plan to submit the data collected by the grain dealers to Mr. Barnes was abandoned and it was instead given to the different zone agents and very little friction has resulted. The data collected was invaluable to the country dealers, as it proved conclusively to them that it did cost something to run their business and they were entitled to a fair return for the risk of handling wheat and other grains.

I wish to commend the different state associations for their support. There has been no friction, we have worked hand in hand with them. Our problems are their problems. There can be no permanent success unless we all succeed. We have attended most of the state meetings and have found them to be splendidly officered, intelligently guided and doing real service for their members, who are the leaders in all movements for the betterment of the community in which they reside. When the supreme test comes between the organized socialists, Bolsheviks and other dangerous if not disloyal elements in this country, whose purpose is to destroy all government, you will find these country merchants working in har-



GEORGE C. MARTIN, JR., IN HIS OFFICE

charge for the service rendered. The result was that when charges were made that a dealer was taking an unjust margin, at the suggestion of the zone agent, he often settled with the farmer rather than enter into a contest.

So it was thought best to call a conference of the country grain dealers from the various wheat states. This was called for March 21 and 22 at St. Louis, Mo., with 45 delegates present, all country dealers or country millers, representing the larger wheat states. A plan was then worked out for collecting information as to the cost of handling wheat by country buyers to be presented at a subsequent meeting to be held in May, again in St. Louis.



THE CEDAR RAPIDS CHORUS IN "IOWA! THAT'S WHERE THE TALL CORN GROWS"

This meeting was held, delegates from the same states were present; a committee consisting of Secretary Riley of the Indiana Grain Dealers Association and Secretary Culbertson of the Illinois Grain Dealers Association, were appointed as a committee to codify the information gathered, so that it might be presented in as concise form as possible to Mr. Barnes, Federal Wheat Director, at his convenience.

I was directed to arrange for a conference at an early date as possible. Mr. Barnes promised us a hearing to be had during the conference of the grain and milling trade, which was to be held in New York on the 10th, 11th and 12th of June.

#### The New York Conference

This conference in New York was a representative meeting comprising commission men, exporters, millers, country grain shippers, farmers and farmers' or-

mony with the farmers and dwellers in country communities, and they will with their ballots elect men to office pledged to uphold the integrity of the nation and insure its perpetuity.

#### The Railroads

It is not my purpose at this time to discuss this great problem; men of national reputation, far more able than I, will handle this all important question. But I do want to recite this fact, that to no business is rail transportation so important as to the buyers and shippers of grain. To country shippers it is of paramount concern.

The terminal market buyers as a rule, have many choices of out going lines, but the country buyers are not so favored, as over 70 per cent of country grain dealers buy grain direct from the farmers at shipping points that have but one railroad. He constructs a



costly elevator, keeps it open for business every business day of the year, ready to buy the farmers' grain at its market value, no difference how poor the car supply or the train service, or how slow the haul. He is there, cannot help himself, and must confine his shipments to that particular transportation line. How important it is then to the grain trade, that the present deplorable condition into which our railroads have fallen, be righted and that at the earliest possible moment.

The railroads are the one great industry in this country that have suffered more than any other since the world war began. The steel industry has flourished during this period as never before. The same is true of coal mining, ship building, textile manufacturing, rubber manufacturing, shoe factories and all other basic industries. Scan, if you will, the market from day to day of the common stock of any of our well known industrial corporations as listed on the New York Stock Exchange.

You will find that since 1914 there has been an advance in many of these stocks from 100 to 500 per cent on account of the enormous profits made during the period of the war. We have no objection to these profits and concede that they were rightfully earned. But in turning to the stock of the rail transportation lines listed on the same exchange, we find none of them as high as during the prewar period. Old substantial stocks have declined from 25 to 75 per cent.

Railroads that formerly paid dividends have been compelled to pass them, equipment has run down, motive power worn out. Under Government control more employees are on the payroll than ever before to do less work. Railroad employees to about 2,000,000 in number are demanding that the roads be bought by the Government and run in the interest of these employees, and the country as a whole be taxed to pay the resulting operating loss.

They believe they are right and they are organized to bring this thing about and fasten on the Government a load of debt greater than the world war has cost us. No greater calamity could come to our country than that this thing be done and it will be unless the great majority wake up to the danger of such a course and band together to prevent it. If not the organized interests will put it through.

At the semi-annual meeting of the Coal Miners Federation in Cleveland, Ohio, September 20, there was adopted a resolution without a dissenting vote, demanding that Congress nationalize the railroads, buying them at their present value, issuing over \$19,000,000,000 of bonds to pay for them; at the same time declaring when this was done, the next step would be for the Government to buy and operate the coal mines. This adds another 2,000,000 voters demanding Government ownership of railroads, coal mines, packing plants and other large industries. Both bodies of men are superbly organized and ready at all times to insist on a hearing; they are capably officered and know what they stand for.

If the railroads and coal mines are nationalized, why not mills and elevators, shops and stores, theaters and newspapers and lastly farms? Then a socialistic nation and after that what?

## What We Should Stand For

We, as an organization, representing as we do, next to agriculture itself one of the most important bus-

I am not now doing this, but I do want to use his recent statement to show how any statement coming from a Government official is usually taken with much greater weight than the same expression by a private citizen.

A few weeks ago a bulletin accredited to Mr. Hoover was given wide publicity in the public press, which startled the country and enthused a buying mania of corn and other farm products that was then



J. R. MURRELL, JR., AND HIS NEW FEDORA

attracting the attention of the speculative public. It stated that conditions in Europe were appalling and that the coming winter would witness more suffering than the world had ever seen on account of the food shortage and that thousands would die for the want of the necessities of life.

This added fuel to the flames and prices of food stuffs started skyward until they rose to a higher level than that reached during the war. Another statement emanating from the same high authority a few weeks later with the same positive assurance of knowing the exact condition in Europe, stated that there was an abundance of food stuffs and no danger of a shortage as the warehouses at foreign ports were bursting because of being overloaded with the same things that were so scarce a short while before. It stated that thousands of tons of foodstuffs were rotting because they could not properly be cared for.

Almost a panic ensued, prices that had been artificially advanced began to tumble until farm products almost ceased to be bought at all. Corn declined more than 40 per cent and hogs more than 30 per

over these unusual conditions that they have greatly lessened our wheat acreage, which may cause very high priced foodstuffs for another year at least.

We should urge: *First*—That the Government cease its control over private business. The war is over and there is no warrant for a continuation of such control. *Second*—We should urge that the Government should at the very earliest possible moment return the railroads to their owners with only such legislation as will restore to the Interstate Commerce Commission, or some other governmental administrative body, the supervision of or making of freight and passenger rates, leaving all other questions at issue for future needful legislation. Federal operation of our transportation lines has been so unsatisfactory and unprofitable, it should end NOW.

## Private Control of Railroads

You may ask—why urge this when it is known that President Wilson has said that the roads are to be turned back January 1, next? No one seriously believes that the right thing was not done when the Government took over the railroads. I cannot see how they could have otherwise been operated; failing to do this might have prolonged the war.

We must remember that a large contingent of well organized men with millions at their command for spreading their ideas are demanding that the railroads be bought and operated by the Government. Congress is making very little progress towards needful legislation to return the roads to their owners. It is not long until January 1; if it transpires that nothing is accomplished by Congress previous to the Christmas adjournment, would it not give the organized interests a fine opportunity to go to the President and say to him—"the peoples' representatives so recently elected have done nothing, these roads would go into the hands of receivers if turned back now without advances in freight rates, so why not let conditions remain as they are? Another election will soon be held and you should permit the people to speak on this all important matter." Would not this throw the whole thing in the political furnace and who knows what would be the result? The President might not listen to them or grant their request, but who knows? The plea would be a very plausible one.

## Should Demand Repeal of Adamson Law

*Third*—We should demand the repeal of the Adamson Law, an example of class legislation that is entirely foreign to the teachings of the fathers of our country. Its enactment into law was secured by methods not especially creditable either to the organized employees or Congress, who surrendered to the demands of the trainmen at a time the transportation lines, that had been starved for years by inadequate freight rates, were almost in bankruptcy.

Our legislators appear to have an ear very sensitive to organized labor and were beguiled with the plea that its object was to secure shorter hours when it was in fact to secure higher pay for their members, well knowing that train crews could not and are not now working on an eight hours per day schedule. The Adamson Law has spread discontent throughout the labor world by injecting a question of this kind into the halls of Congress and intimidating it into passing a law that would have failed under any other circumstances. It has so lowered the morale of railroad employees that it took one of our great railroad lines in 1918, 40,000 more employees and \$40,000,000 more wages to do a smaller freight and passenger business than in 1917.

## Oppose the Plumb Plan

*Fourth*—We should oppose with all means within our power the enactment of the Plumb plan of railroad ownership or control. It is a socialistic measure of the most extreme type.

## Further Policies

*Fifth*—We should oppose in every state where we have an affiliated association, the spread of the scourge of the north, Townley and Townleyism, under whatsoever guise it may be traveling. We should urge the abandonment of the numerous supervising agencies created by the Government in the time of war; they are not needed now.

*Sixth*—I would urge that we stand for a Congressional investigation of the Federal Trade Commission to ascertain if it is really a necessary adjunct to the Government or to our producers or consumers. An investigation conducted fairly and in the right spirit would divulge whether or not the charges are true that the members of this governmental organization are not of real service to the producers or consumers of the country but are using their position to spread socialistic dogmas.

I heartily endorse the following recommendations that will be made by Secretary Quinn:

(1) That the arbitration deposit fee be advanced from \$10 to \$25.

(2) That an additional arbitration committee consisting of three members be authorized.

(3) That a committee be created to be known as a permanent committee on membership to investigate rejected applications and report to the Board of Directors.

*Seventh*—The commerce of the world is knocking at our gates demanding the products of our forests, mines, farms and work shops. Their call should be heeded; we should urge that Congress enact the necessary legislation to create a merchant marine upon the seas adequate to meet the needs of the country.

If it take a subsidy, let us furnish it, it is not fair to expect private enterprises to take all the risks.



SEATED: F. W. SEELE, W. C. SEELE. STANDING: E. W. SEELE, E. C. SEELE

inences of the country, should stand for something and should have the courage of our convictions. It is not enough that we oppose legislation that we think is harmful to the business we represent. We should favor measures that look to the correction of these evils in the grain trade where they exist or vigorously resent unwarranted interference from governmental agencies.

We have just witnessed a remarkable shrinkage in the value of farm products. It would be very unpopular at this time to criticize Herbert Hoover and

cent in a few days, with a heavy shrinkage in the market value of everything produced on our farms.

All this took place and in both instances without apparent good reasons. Dealers in foodstuffs were frightened out of the market. Legitimate trade was stagnated and the professional speculators had it all to themselves. If a legitimate dealer buys these things and performs a real service by holding them until they are needed, he is denounced as a profiteer, a robber of the needy, and is looked down upon as an undesirable citizen. Farmers were so alarmed



The American flag should float over our salesmen seeking business when they enter a foreign port. It is and should be a non-political subject and should be treated in a broad, generous American way.

The above recommendations I commend to your careful consideration.

#### Our Own National Problems Need Attention

What we need in America at this time is to cease looking so much at world problems and to closely scrutinize our own conduct, as a people. While those in authority at Washington are bickering over a plan to control the powers of the world, our own people are running wild. Even in staid old Boston public officials, the guardians of the law, are striking for more pay, throwing down the badges of authority and permitting riot to run wild in her streets, loot and murder has its own way. Court houses and jails are

portant committee, Mr. Henry Goemann, of Mansfield, Ohio, has done yeoman service. If he has done anything else during the year than devote all his splendid ability to transportation questions of the grain trade, I have not heard of it. From New Orleans to Minneapolis and from East to West, he has traveled for the sole purpose of working at the great transportation problems that have harassed the grain trade for the past few years. It is not my purpose to discuss these questions at all but to leave that all important subject to him, but I do want to publicly acknowledge his great service to this administration.

Mr. F. E. Watkins had handled the Committee on Trade Rules splendidly. Especially valuable has been his work in maintaining a column in *Who is Who*, in which he has answered from time to time vexed

downcast or disheartened, kind, affable, able, considerate, courageous, a man you love to be with, the right man in the right place. Our prayer is that he may be spared many, many years to pilot the affairs of this splendid organization. With him at the helm it cannot fail, but will grow in usefulness as the years go by.

Now, my friends, this in my feeble way is my report. I have not attempted to solve world problems and neither have I striven to give you a detailed report of all that has been done as I have refrained from attempting to report the work of the different committees. The men who have performed these things are better able to handle them than I, and are entitled to the privilege of making their reports and giving them to you first hand.

I wish to thank you for your support. I have been royally received by grain men everywhere, whether it be in state meetings, by boards of trade or individual members of the trade. It has been good to be with you and the greatest honor that has ever fallen to my lot was to be placed in the position to serve you to the very best of my ability. When the deliberations of this meeting are over, I am sure that we will return to our homes with a greater respect for our honored calling and with a firmer resolve that we will not only support and live up to its ideals but will in every way lend our aid to our splendid country in these trying times.

New problems are to be solved and new dangers to the liberties of our people are before us. This is no time to try European experiments; they have largely failed. We might well profit by the example of Gideon of old and his followers, by every "man standing round about the camp in his place." If we do this we will serve our organization well; if we serve it best, we will serve our country best and when we do that we will see that the ideals of Washington and Lincoln are the permanent policies of our country, and that this nation of the people for the people and by the people shall not perish from earth, but remain for all and not be surrendered to one favored class or group of its citizens.

**F. G. Horner:** I move the president's report be referred to a committee of five, to be appointed by the chair, to report back to this body tomorrow, October 14. (Seconded by Mr. Scott, and carried.)

**The President:** We will now have the report of the secretary.

#### ANNUAL REPORT OF SECRETARY

**I**N presenting my sixth annual report as your secretary-treasurer I desire, with your permission, to give a fairly complete review of the work of the Association since we last met in annual convention in Milwaukee. There will be many reports presented to this meeting, but none of them will attempt to cover the whole field of the Association's operations. They will be devoted to different phases of

burned in other cities, men lynched by infuriated mobs, while those charged with enforcing the laws shirk their duty. This lawlessness is not confined to one city or state but appears to be the rule throughout the length and breadth of the land.

All these things, together with strikes and lockouts, are prevalent wherever larger bodies of labor are employed and while these things go on our members of Congress in Washington are spending months in discussing a treaty that is supposed to settle the ills of Europe, that should have been concurred in weeks ago or have been promptly rejected.

Just now the President of the United States has returned shattered in health from a trip across the country telling the people, whose servant he is, what they should believe and what they should do in regard to the League of Nations. Yet all the time unrest grows and new troubles foment here at home.

I am not a pessimist but always an optimist, it is inborn within me, and I always believe that the right will prevail. I have the utmost faith that the Almighty has not forgotten this, His chosen people, but He will raise up in due time, a great and good leader, who will not lift his head among the stars and refuse to see and understand the practical every day problems about him but will rather be a man of the people, who will cherish the ideals of the founders of this republic and will not look so much to world problems but will know the desire of our own folks.

Then the problems of capital and labor will be solved in the interests of the whole people. Now labor is in the saddle and may be riding to a fall. When we speak of Union labor, we mention its name in a whisper as though it was a thing sacred and could do no wrong. The time is coming and is not far distant when laws will cease to be made exempting them especially from obedience to law or amenable to laws controlling other business organizations.

What we need now is a leader, who will plead for America for Americans and stand for deportation of every foreign agitator, who is preaching a doctrine of hate in an alien tongue that we do not understand, one who will see that this country is a fit place in which native Americans and naturalized Americans can dwell in peace, each striving to attain his ideals without harm, hindrance or hate towards his brother man.

#### A Personal Note

The year just closed has been a most pleasant one for me. The members of this organization have been kind, always giving my efforts praise beyond that deserved and so charitable that my mistakes have been overlooked.

We can never repay Mr. A. E. Reynolds, chairman of the Legislative Committee, for his unselfish work. He has worked incessantly at the job, sacrificing his physical strength, neglecting his business. With untiring energy he has looked after the interests of our organization in Washington, New York and wherever he has been needed. To no one do we owe so much as we do to him. Without his help, advice and counsel, my administration could not have done much. But with the support he has given it, no one could utterly fail.

Nothing is of such vital importance to us grain men as transportation. The head of that all-im-

problems, explaining the rules to our members in a manner that unquestionably has been of great benefit to them.

Mr. Elmer Hutchinson of Arlington, Ind., gave of his services, six weeks at one time as member of that committee which made a survey of the different markets of the country, working in conjunction with the Agricultural Department at Washington. I commend to you a careful hearing when he presents his report to this convention.

The business life of our country is largely guided by organizations and while the success of the many business associations depend largely on their officers, they at all times find their work made lighter and

are ably assisted by their trade papers. We are justly proud of the publications that strive to build up the Grain Dealers National Association as well as the entire grain trade of the country, all of them well equipped and most ably edited. From week to week and month to month, they point out the road we should travel, encourage our officials with their co-operation. They are really the leaders of the grain trade. We owe to them our loyal support both as individual business men and as an organization.

#### An Appreciation of the Secretary's Work

Without a single exception all our new officers have done their part cheerfully; we cannot enumerate them all, space forbids. But I do crave your indulgence to listen to a word of appreciation of the work of our secretary, Mr. Charles Quinn. Were I to criticize him, it would be that he works so hard and thinks so fast that it keeps the president keyed up to the limit to stay in sight and not be lost in the fog of dust he kicks up on his way to the front.

Always willing to do his share, or do it all, never

the work such as legislation, transportation, trade rules, uniform grades, arbitration, merchant marine, etc.

As your secretary is the only salaried officer of the Association, and as he devotes his entire time to the organization, he is the only one who is in position to tell you just what the Association has accomplished as a whole during the last 12 months. A short summary of the work might be stated here as follows:

#### Summary of the Year's Work

The Association has received 87 arbitration cases and disposed of 86 of them by its three Arbitration Committees and its Arbitration Appeals Committee.

It has watched carefully your interests at Washington through its Legislation Committee and has studied 39 bills that have been introduced and that affect your business.

It has compelled the Railroad Administration to withdraw or to amend every one of its many orders affecting the trade and which orders were issued



IN THE NANSON COMMISSION COMPANY'S OFFICE



MARTIN MULLALLY, Jr.; MARTIN MULLALLY, Sr.; JOHN MULLALLY



since the carriers went under control of the Federal Government.

It has defeated the railroads before the Interstate Commerce Commission in the famous Docket No. 9009 covering loss and damage of grain in transit.

It has studied with the greatest care the railroad problem and the other problems growing out of the war so that in the reconstruction legislation that will be passed by Congress the American spirit of individualism as opposed to the European idea of socialism will be preserved.

It has answered several hundred trade rule questions asked by dealers in all sections of the country.

It has launched a Merchant Marine Committee to help in the work of solving the problem of the maintenance of our overseas shipping.

It has, in common with other associations, fought for the return to their owners of the telegraph and telephone lines of the country.

It has brought two more state associations into the National, increasing the number of affiliated associations to 11.

It has secured 361 new direct and associate members, the largest number of new members ever brought into the Association in any one year since its organization.

It has conducted the most successful booster campaign in its history.

It has seen all records broken in point of membership with a grand total of direct, associate and affiliated members, of 4,307.

It has spent more money on transportation, legislation and food control matters than it received in total revenue a few years ago.

This recapitulation, your secretary is assured, will be most pleasing to the members. It shows that there has been great activity within the organization. It also demonstrates that the vitality and virility of the Association is not only not impaired but is increasing.

It shows that the war brought the grain men of the country closer together and unified their aims. It proves that there is hardly any limit to the possibilities of future expansion and growth and that we will have 2,000 direct members in a comparatively short time.

## The New Problems

I trust I may be pardoned if I advert for a moment to the general situation that confronts not only the grain dealers of the country but every business man as well. Before going into the details of association work and management your secretary feels that he can scarcely ignore the bigger problems that the war has brought in its train.

These problems are so overshadowing; they are so compelling, so gigantic, so new, that everything that is done by the Association must be influenced by them to some extent at least. You cannot live in a new world and continue to think in terms of an old one. The world of 1914 is gone forever. What the new world will be like we can but dimly see. We are too close to the mighty changes that are taking place to appraise them properly.

It is not the intention of your secretary to enter into a lengthy dissertation on the after effects of the war, but he can scarcely refrain from pointing out one or two facts that vitally concern the members of the Association and which facts are becoming plainer every day.

Here is one of the changes: The war has Europeanized us to the extent that we are becoming a nation of propagandists. Like Europe we now have our radical press, our conservative and our ultra-conservative press, our socialist press and the down-right, direct-action Bolshevik press. What is the solid, the substantial, the liberty-loving, the old-fashioned American business man to do in this new world of class consciousness? The grain man is an individualist, schooled in the American idea of self-reliance and taught the value of initiative. The European doctrine of socialism, a product of small, poor, overcrowded countries, sounds strange in his ears.

But he must adjust himself to his new surroundings. The one big problem we must face is the proper adjustment of Americanism to the ideas that have come from Europe. This is the future work of not only the Grain Dealers National Association, but of every business organization in the country.

We went to Europe in 1917—and now Europe has come to us! We must not fail to recognize this fact and to meet it squarely. The much heralded "Reconstruction Period" is upon us. To many people reconstruction means the abandonment of our present system and the substitution of a co-operative commonwealth which is opposed to everything American. The ideas brought over from Europe do not take the middleman into account. He too is to be a creature of the state and his initiative and energy are to be lost to civilization. The destruction of the middleman has ever been the will-o-the-wisp of socialism.

The amazing fact is that, in spite of the obvious fallacies of socialistic reasoning human lethargy and ignorance lie dormant under it and even lend an ear to its Utopian promises. With the tragic collapse of Russia looming before us, and with the total failure of the communistic scheme in Hungary it seems impossible that any sane man would give credence to the plea of socialism.

Yet we are informed that 2,000,000 railroad workers, and all the other millions in the ranks of the

American Federation of Labor, perhaps 10,000,000 in all, support the so-called Plumb plan for the socialization of the railroads of the country. In spite of its shortcomings we have developed in this country a system under which the people have enjoyed the greatest prosperity of any people in the world.

Individual freedom and the incentive to success which have built this nation cannot be forsaken without pulling down over our own heads the structure we have so proudly reared. It seems unthinkable that such a possibility could ever be discussed, and yet it faces us and will triumph unless the intelligence of the country is roused to meet it. As the keynote of the last convention was the winning of the war, the note to be sounded at this meeting is the preservation of our institutions in the reconstruction that is following the victory.

The business man cannot afford to run away from this fight. All his ideal and material conceptions of government are bound up in it. The grain dealer must be an enlightened, patriotic citizen as well as a good business man. The two go hand in hand in modern life. We must preach the lesson that progress means the development of individual initiative; that stagnation follows socialism. Socialize the distributing agencies and inefficiency and waste appear at once. For examples we need go no further than Government control of the railroads and the telegraph lines during the war.

A great organization like the Grain Dealers National Association has a duty to the state which must not be neglected. While it was organized to promote



SECRETARY CHARLES QUINN

the business interests of its members these interests are so interwoven with the interests and prosperity of the nation that they cannot be separated. When the war came the Association was one of the first trade organizations in the country to offer its services to the state. We subordinated everything to the winning of the war. Now another crisis has come. We must not fail to meet it and thus help to preserve to posterity that wonderful edifice reared by the framers of the American constitution.

## Legislation

Your secretary will not attempt to go into details concerning the work of the Legislation Committee. A. E. Reynolds, chairman of this committee, will present an exhaustive report which he has had printed for distribution among the members. Our records show that 39 bills and resolutions affecting the grain trade have been introduced in the House and Senate during this (the Sixty-Sixth) Congress. Of this number 23 were introduced in the House and 19 in the Senate.

As every one, of course, knows, the present Congress has been devoting most of its time since it convened to the peace treaty, railroad legislation and the high cost of living. There has been no opportunity to secure hearings on ordinary bills which, in peace times, would receive consideration. It is a source of some consolation, however, to record that the present Congress has had other things to think about aside from future trading on the exchanges. No bills seeking to abolish this custom have been introduced. This is doubtless due largely to the fact that since we went into the war wheat has been bought and sold under a Government guaranteed price, but it is not the only reason. Without an option market, under prevailing conditions, handling coarse grains would be too hazardous an undertaking for the average dealer.

The war has brought many changes, and will bring more, but this will not be one of them. The suspension of the law of supply and demand due to the war has taught even the most unthinking a few of the

simpler laws of economics. Some radical doctrines sound well until they are confronted with the hard facts of life. It is the duty of such men as Mr. Reynolds to keep these facts before Congress. Only in this way may business survive the unreasoning attacks of agitators. The public press has never contained as much misrepresentation and misinformation as within the last six months. To read the daily papers one would think that the "capitalistic system" was tottering to its fall; that a new dispensation was about to be inaugurated; that poverty and crime were to disappear from the earth—and it would all come about the moment society rid itself of the middlemen!

On one side are the producers demanding that the high prices of foodstuffs shall not come down; and on the other we have the consumers who threaten to tie up the country with strikes, unless the cost of living is reduced. In the center are the middlemen who receive most of the abuse. They are in about the same position as was Belgium in the late war. Playing the role of the innocent bystander has seldom been a fortunate experience. But the grain dealers are accustomed to this. They have been "buffers" between the contending forces ever since commerce emerged from its primitive condition and became the complicated and wonderful thing it is today. Upon such organizations as the Grain Dealers National Association, through its Legislative Committee, must devolve the work of keeping the country reminded of the economic part played by the middlemen in a complicated civilization.

And a better man could be found nowhere for this work than the present chairman of the committee. The splendid reputation and the prestige enjoyed by this Association in Washington is due in great measure to his tact, his fairness, his grasp of the present political situation. Mr. Reynolds has never permitted the Association to become a "chronic kicker" and an objector to every measure introduced. If a new bill has merit, if it contains the germ of equality, if it be founded on a knowledge of fact and not on prejudice, he makes no effort to oppose it, even though it may take away from some members of the Association certain privileges that should be taken away in the public interest.

In other words, Mr. Reynolds plays the role of the statesman rather than that of the politician. He wants to be fair and just and to keep the grain trade in a position where it will be heard when it has a real grievance to redress. As will be inferred from these remarks his work at the present time is largely confined to following a policy of "watchful waiting." No vital interest of the grain trade has been directly attacked through Congress, but such an attack is likely to come at any time. Radical legislation affecting business is bound to be introduced and strenuously advocated by certain politicians. Mr. Reynolds is the watchman on the tower.

The chairman of the Legislation Committee will tell you about the various railroad bills whose object is to make final disposition of the railway lines of the country. The so-called "Plumb Plan" with its socialistic features will be referred to as well as the Cummins and other bills. Mr. Reynolds has given these measures much consideration. Then there are several bills which will be of much interest to feed manufacturers, such as H. R. 8342, introduced by Congressman Haugen, of Iowa, and H. R. 7482, whose author is Congressman Vestal, of Indiana. The first named bill is designed to prevent the misbranding and adulteration of commercial feeds by prohibiting the admixture of peat, sawdust, rice hulls, and such other ingredients as have no practical nutritive value. The Vestal Bill would compel all millers and feed manufacturers to sell their products by net and not gross weight. In other words, a 100-pound sack of flour or feed would be required to contain 100 pounds exclusive of the weight of the bag or container.

## Transportation

This has been the most active year in transportation matters in the whole history of the Association. Never before has the chairman of the Transportation Committee had so many problems to face or so much work to do. The labors of Mr. Goemann's committee have been chronicled regularly in *Who is Who in the Grain Trade*, so that the members are fully apprised of what has been done. A detailed report on transportation matters will be made to this convention by the able chairman of the committee. He will tell you about Order No. 57 and how the grain shippers under his leadership forced the promulgation of Order No. 57-A. He will relate the history of Docket No. 9009 covering loss and damage of grain in transit and of the victory of his committee before the Interstate Commerce Commission.

Mr. Goemann will also mention Order No. 15 relating to the maintenance of side tracks and he will revert to Supplement No. 2 of this order which supplement virtually nullified the order and placed the grain shippers back where they were before Order No. 15 was issued. Mr. Goemann has every reason to be proud of what he has accomplished for the trade in the last 12 months. A year ago the Railroad Administration was keeping the grain dealers busy fighting the various regulations and rules which were coming from Washington in nearly every mail. For a time it seemed that the shipping interests of the country were being completely sacrificed in order that the carriers might force upon the public a number of



their pet schemes, which schemes the Interstate Commerce Commission had frustrated in the past. No sooner were the Commission's hands tied by the war measure that placed the railroads under Federal control than those in charge of the Railroad Administration began a determined campaign to inaugurate policies that had been discredited by the courts of the land.

Mr. Goemann deserves the thanks of this convention for his able and efficient work. There were weeks at a time when he devoted nearly his entire time to the Association. The only compensation he received was for payment of his traveling expenses. Such services as Mr. Goemann has rendered the Association are beyond price, because they are unselfish and are given simply in the interest of the trade. Docket No. 9009 has been an expensive case for the Association even though the chairman of the Transportation Committee gave his services free. There were many meetings of the conference committees representing the shippers and the carriers and these meetings were held as far north as Battle Creek, Mich., and as far south as Mobile, Ala. Expert scale men served in preparing data and much of this expense was borne by the Association, which also paid for the printing of the tentative report of the Commission as well as the reports and briefs of the conference committees.

The value of the Grain Dealers National Association to the trade could be no better exemplified than in this loss and damage case. Nearly as much money was spent on this one case by the Association as it received in total revenue six years ago. Without the recent great growth of the organization there would have been no funds to meet the many problems that the war brought in its train.

In Order No. 15 the chairman of the Transportation Committee has been as successful as in the loss and damage case. He has compelled the carriers to issue a supplement to the regional directors ordering them to cease trying to make shippers enter into written

sion made in the shippers' report in the matter of shrinkage reads:

"Until the propriety of deducting a different amount to cover invisible loss and waste has been established by due investigation and agreed upon by the duly authorized representatives of the grain trade and carriers, or until a different basis has been prescribed by law or fixed by lawful authority in computing the amount of the loss for which the carrier should pay there should be deducted from the gross amount of ascertained actual loss one-eighth of 1 per cent of the established loading weight to cover invisible loss and waste; provided however, that where grain heats in transit and investigation shows that the invisible loss resulting therefrom exceeded one-eighth of 1 per cent or such other amount as may herein after be fixed in the manner above stated, and that the carrier is not otherwise liable for said loss, then the ascertained actual amount of the invisible loss due to heating of the grain should be deducted."

#### Merchant Marine

A new committee, called the Merchant Marine Committee, was created at the last annual convention of the Association. The new committee was brought into existence at the request of the Federal Government which was seeking the co-operation of all trade organizations in the formulation of a merchant marine policy. The war had forced us to build, at the taxpayers' expense, one of the greatest merchant marine fleets in the history of the world.

It was a matter of life and death with us and with our Allies in the late conflict with Germany. We could not leave to private initiative the building of this fleet of ships. We had to have the bottoms and have them right away or the Germans would overrun France, crush England and win the war. No time was to be lost. We were compelled to call upon the biggest and most patriotic men in the nation—and all the resources of the nation—to get the ships in a hurry.

Now that we have them what are we going to do with them? Will we turn this shipping over to private individuals, and if we do on what terms? Will the Government operate the ships itself? Will this fleet be dissipated by degrees and the ships, one by one, lose their American register? Or is our flag to be maintained permanently on the seven seas? Here is work enough for a merchant marine committee, and it is the biggest and best kind of work. It is work worthy of the brightest and most constructive minds.

Charles England, chairman of the Association's Merchant Marine Committee, will make a report to this convention. President Goodrich could not have made a better selection for the head of this committee. Mr. England will bring home to the grain trade the need for the construction, maintenance and operation of an American merchant marine in order that this country may again return to the position in the world's commerce which it formerly held.

The great majority of people in the United States have had, until recently, little knowledge or interest in the maintenance of overseas shipping, but there is little doubt that if the people can be brought to understand the subject they will, beyond any question, be satisfied of the need for an American merchant marine in order to maintain the position of this country in the commerce of the world.

#### Arbitration

The following table gives in detail what has been done in arbitration during the year:

Number of cases at the beginning of the convention year .....	43
Number of new cases during the year.....	87
Total .....	130
Number of arbitration decisions during the year .....	56
Cases withdrawn .....	15
Cases settled direct.....	15
Cases dismissed .....	4
Expulsions for refusing to arbitrate.....	4
Cases pending .....	4
Total .....	130
Appeal cases pending at beginning of convention year .....	7
Cases appealed during the year.....	26
Total .....	33
Appeal cases disposed of during the year.....	12
Appeal cases withdrawn.....	9
Sent back to Arbitration Committee for further consideration .....	1
Appeal cases pending.....	11
Total .....	33

As the organization increases in membership the arbitration work grows in volume. At first the Association had but one Arbitration Committee. It was finally decided to add another, and at the last annual meeting a third committee was created. As will be seen by the accompanying table 87 cases were started since the Milwaukee convention. This is an average of 29 cases for each of the three committees, an immense amount of labor for men who give their services without compensation.

Experience shows that there should be an Arbitration Committee for about every 400 members. We now have more than 1,500 members and the organization is growing rapidly. Since the last convention 361 direct members were added and two more state associations were affiliated. This large membership and prospective growth makes it imperative that another Arbitration Committee be created, and your secretary respectfully suggests that provision be

made at this convention for the formation of a fourth arbitration committee.

The Association is now working on the "Regional" plan in arbitration, that is, cases between Western members are arbitrated before the Western committee which meets at Omaha. Cases between Eastern members go to the Eastern committee which holds its sessions at Philadelphia or New York. Controversies between members in the Middle States are assigned to the Central committee which meets at Chicago. Should another committee be created it would likely meet in the Southwest, or perhaps in the Southeast.

To the nine members of the three Arbitration Committees the members of the Association owe their deepest thanks for their untiring energy and conscientious service. There is nothing spectacular about the work of an arbitration committee. It involves wearisome labor and much burning of the midnight oil. There is no one around to applaud. The reward is more likely to be criticism than commendation. The true test of a man's devotion to the Association is found in his willingness to serve on an arbitration committee. The work of the nine members of these committees has been highly efficient and has reflected great credit upon the Association.

Though the scope of the Association's labor is wide, and there are many committees performing valuable service yet, on the whole, the arbitrators are doing about the most valuable work of any of those connected with the upbuilding of the organization. Their labors are basic, vital. They are the very foundation of the whole Association structure, and this is only what those who started the Association 23 years ago planned. Issues come and issues go, but arbitration goes on forever. A poor arbitration



ALEX C. MARSH AND JOHN H. HERRON

contracts for maintenance of side tracks. He has also forced them to discontinue the practice of inserting unlawful liability clauses in railroad leases. This matter of leases is not settled but Mr. Goemann hopes eventually to force the railroads to issue a uniform lease which will be just and equitable to shippers and carriers alike. He has intervened in the case now before the commission and it is expected that when the Association meets at its next annual convention the whole subject of railroad leases will be a matter of history.

Another problem that the conflict with Germany forced upon the Transportation Committee is that of loading minimums. During the war the grain men, in their anxiety to help the country, waived their agreement with the carriers on the 30-inch rule. This was done in order to conserve railroad equipment which was needed for war material. Now the carriers want to establish a 24-inch rule, that is, a rule whereby the shippers will be forced to load to within 24 inches from the top of the grain to the roof of the car at the side walls. It is not believed that this is enough space to enable the samplers to do their work properly. This subject of loading will be brought up at this convention.

In order to discuss the matters touched upon here, Max Thelen, director of public service in the Railroad Administration, has been asked to address you. Mr. Thelen, at the conclusion of his speech, will be glad to answer any questions that the members may wish to ask.

#### Natural Shrinkage

Mr. Goemann is also chairman of the Natural Shrinkage Committee. This is because the question of natural shrinkage is so closely identified with that of transportation. When the matter of loss and damage of grain in transit is finally settled there will be no work for the Natural Shrinkage Committee since the shippers have consented to a deduction of one-eighth of 1 per cent to cover invisible loss and waste. This "invisible loss and waste" may be called natural shrinkage, or scale variation. The name is immaterial. The fact remains. As the Interstate Commerce Commission has tentatively accepted the report of the shippers' committee the matter of natural shrinkage is virtually disposed of. The conces-



O. J. WOOLDRIDGE AND J. M. FULLER

committee can do the Association more real harm than any other committee, because it weakens the base of the whole institution. As every member who joins obligates himself to arbitrate his differences and abide by the decisions he must of necessity have absolute faith in the fairness and ability of those who determine his trade disputes.

And it may be said that the members do have this faith. Occasionally the loser in an arbitration case will resign from the Association but in the main the defeated ones "take their medicine" like honorable men. In the nearly six years of your secretary's incumbency of this office he has never heard a losing litigant cast the slightest aspersion against the integrity of the arbitrators. He has known them to question their judgment but never their honesty. There is an old English maxim that says no criminal "Ever felt the halter draw with good opinion of the law." The truth of this is, of course, obvious. Whether a man loses in a criminal or in a civil case it is but human for him to say (whether or not he thinks it) that he has not been given justice. But these expressions of dissent from losers in arbitration cases are not to be taken seriously, unless they become too frequent.

Last year the Association was forced to expel five members who refused either to arbitrate or to abide by the decision of the Arbitration Committees. This year four such expulsions took place. These four expelled members are: The Davis Milling Company, Norfolk, Va.; the Orange Milling Company, Orange, Va.; the Franke Grain Company, Milwaukee, Wis., and the Wisrodt Grain Company, of Galveston, Texas. It is difficult indeed to get the viewpoint of the man who will accept expulsion, with the stigma that attaches to it, rather than pay an award given by able and disinterested men who know neither of the litigants and who are striving simply to do substantial justice in an arbitration case. Four expulsions out of 87 cases started is not a bad record, of course,



but still it is four cases too many. Education and time will reduce the number. No man can afford to be expelled from the Grain Dealers National Association. It has become so large that it now includes in its membership practically every dealer in the terminal and in the smaller markets. It is business suicide to cut one's self off from communication with so many dealers, and this is what an expulsion virtually means, because no honorable dealer wishes to trade with one who will not live up to the obligations which he voluntarily assumes.

To agree over your own signature to arbitrate a trade difference and abide by the decision, and then to refuse to pay an award places a dealer beyond the pale of honorable business society. And yet a few men each year do this very thing. If they are so constituted it is, perhaps, better for the Association to find it out as soon as possible and drop them from the rolls because the National Association has no room for such members.

There is another matter connected with arbitration that your secretary wishes to draw to the attention of this convention, and that is the arbitration deposit fee. This fee is now \$10. It should be increased to \$25. When the fee was placed at the first figure years ago the members of the Arbitration Committee did not meet. The cases were decided by correspondence, and the papers were sent under registered post from one arbitrator to another. Realizing that this method might be the subject of some criticism, by disappointed litigants, and desiring to keep up the foundational character of arbitration the Association decided several years ago to have the members of each Arbitration Committee meet at some central point and "thresh out" the cases orally after the papers had been studied at their homes. This greatly increased the expense of arbitration. The increase in railroad fares and hotel rates as reflected in the general high cost of living has made arbitration something of a burden for the Association. There is no reason why arbitration should not be self-sustaining. The revenue should be enough to pay the cost of the service, especially when it is remembered that the arbitrators give their time and experience gratis.

Your secretary recommends to this convention that Section 1, of Article VI of the Arbitration Rules be amended to provide for this increase. The section now reads:

"Sec. 1. Before a case can be submitted to a National Committee, both parties shall file with the National Secretary an agreement in writing to abide by the award of the Committee, and release the members of said Committee from all responsibility for any errors in judgment that may occur in any respect whatsoever, and from the damage or loss resulting from their acts. The agreement shall be accompanied by the arbitration deposit fees of both parties, according to the following classification: Direct and affiliated members of the National Association, \$10; non-members, \$15; affiliated associations, boards of trade, exchanges and chambers of commerce, \$20.

It has been suggested that the present fee of \$10 be retained but that the Association should keep both fees, that of the winner and that of the loser. This, it seems to your secretary, would not be equitable or just because a defendant is sometimes required to devote much time to defending a case that should never have been started. Should both fees be retained by the Association the defendant would be penalized in some cases where the plaintiff was purely at fault, and this penalty would be in addition to

of authority over the non-member and in the last six years there has not been a single case between affiliated associations or boards of trade. The increase in the arbitration deposit fee from \$10 to \$25 will do two things—discourage the starting of petty cases and help to make arbitration self-supporting.

A few years ago the Association did not make any charge for appeals at all. The appeals were also handled by mail. At first practically every arbitration case was appealed. A fee of \$10 was decided upon. This did not stop the number of appeals, and the fee was increased to \$25 where it remains. This cut down the number of appeals and helped to de-



A MAGNETIC TRIO

Jim Anderson, H. E. Surface, W. H. Barnes

fray the expense of the Appeals Committee which, like the Arbitration Committees, now meets at a central point and discusses the cases.

There is always a tendency on the part of some members to use the Association as a collecting agency, hence the large number of small cases that are presented for arbitration notwithstanding the number that is annually settled by your secretary through correspondence. For every regular case begun at least one controversy is adjusted from the secretary's office. With the increase in the arbitration deposit fee to \$25 fewer small cases would go to the Arbitration Committee and more would be settled direct. The increase in the fee would not, of course, interfere with any case of real merit where a principle is involved even though the amount at stake was small.

#### Trade Rules

One of the most active committee chairmen in the Association is F. E. Watkins, of Cleveland, Ohio, Chairman of the Trade Rules Committee. Mr. Watkins has done splendid service during the last year. There is an old saying that a job is just as big as the man who fills it, and this has been exemplified

who desire to have trade rule points elucidated and explained. These inquiries, and the answers by the chairman of the trade rules committee, are published regularly in *Who is Who in the Grain Trade*. They have become one of the most valuable features of our little magazine. As his views are not official, and are nothing more than his personal opinions on mooted points, he does not in any sense bind the arbitrators in any disputes that may subsequently reach the arbitration committees, and yet his opinions are generally accepted because they are sound and the product of an extensive experience. There is no doubt that he prevents many cases from going to arbitration.

Mr. Watkins has a number of suggestions to make to this convention on the trade rules as at present in force. Your secretary will not point out here these proposed amendments. They will be offered to the convention in the regular course. The Chairman of the Trade Rules Committee will also draw the attention of the convention to the new confirmation blank which was prepared by representatives of the Grain Dealers National Association, the Council of Grain Exchanges and the Farmers Cooperative Companies. Mr. Watkins represented the National Association at this meeting which formulated the blank.

At the Milwaukee convention the question of a uniform confirmation blank or contract was discussed at some length and it was decided to request the Advisory Committee of the grain trade to take the matter up with the Food Administration, the purpose being to secure a uniform contract similar to the one used by the millers last year under the Wheat Guarantee Bill. The Association has a uniform confirmation blank which was adopted in 1907, but it has not been generally accepted, and it was the hope of the Milwaukee convention that some form of contract could be written that would appeal to the trade as a whole.

After the convention, President Goodrich took up the matter energetically and the meeting of the representatives from the Association already named followed in Chicago. Your secretary has sent copies of the new blank or contract to all the exchange secretaries and the secretaries of the affiliated associations as well as the secretaries of the cooperative companies, but not much success has been achieved in securing the adoption of the blank. Mr. Watkins will tell the convention just what exchanges adopted it and the exchanges that declined to adopt the blank, together with their reasons for such declination.

With reference to the trade rules there is one matter that your secretary would like to call to the attention of the convention. This is Rule 22 which reads as follows:

"RULE 22. CARLOTS OF GRAIN AND ASSORTED FEEDSTUFFS: These rules shall also govern transactions in feedstuffs in straight carlots, and grain, feedstuff and flour in assorted carlots."

The convention is asked to make this rule plainer so that there will be no question as to just where the jurisdiction of the Association begins and ends. Your secretary has had several controversies during the last year with members who wanted us to arbitrate hay cases, cotton seed meal cases and alfalfa meal cases. They contended that the Association should take cases covering any commercial product handled by its members. The weakness of this argument is apparent at a glance, because in the Northwest nearly all grain dealers outside of the terminal markets handle coal, cement and other products that are in no way connected with the grain business.

Your secretary believes that the Association should confine itself in its arbitration to grain and grain products, or rather grain, and feed that is derived from grain, such as bran, shorts, middlings, corn chops, etc. It should not arbitrate flour cases except where flour is in assorted car lots, nor should it arbitrate hay cases. The Millers National Federation has arbitration facilities for the handling of all flour cases and the National Hay Association arbitrates hay cases. There are not enough members of the Association who handle cotton seed meal, alfalfa meal and other meals derived from products other than grain to enable the Association to select a competent committee to dispose of such cases.

It is, therefore, requested by your secretary that Rule 22 of the Trade Rules be clarified so that the jurisdiction of the Arbitration Committee may be established without question. I would recommend that the following rule be substituted for Rule 22:

"RULE 22. CARLOTS OF GRAIN AND ASSORTED FEEDSTUFFS: These rules shall also govern transactions in feedstuffs in straight carlots, and grain, feedstuff and flour in assorted carlots. By feedstuffs is meant all animal feed that is derived from, or is a product of, grain."

It will be noticed that "feedstuff" is defined as feed consumed by animals. This definition is intended to exclude the products of grain that are used as human food such as breakfast foods and such package goods.

#### Uniform Grades

R. L. Callahan, chairman of the Uniform Grades Committee, will have an interesting report to make to the convention. Mr. Callahan will, in this report, discuss the work of the Bureau of Markets generally. He will take up the subject of Federal supervision with special reference to the complaints made in some quarters that there is "too much red tape," that the wheat grades are too technical and that the Government does not take into account the practical side of grain handling. Mr. Callahan also wishes to bring



"YOU'LL DO BETTER IN TOLEDO"

the trouble and expense he was forced to undergo to defend himself. It seems to your secretary that the winner in an arbitration case should not be required to pay anything, the arbitrators having decided that the other litigant was at fault in the disputed transaction.

Your secretary respectfully suggests that the arbitration fee be made \$25 to all parties, namely, direct and affiliated members, non-members and affiliated associations or boards of trade. As a matter of fact there are very few cases of arbitration between members and non-members because of our lack

by Mr. Watkins' handling of the chairmanship of this important committee. He has raised this position from a somewhat obscure one to one that is commanding the attention of the whole Association. The importance of the Trade Rules Committee was never fully realized until Mr. Watkins assumed the chairmanship. This committee is really next in importance to that of the Arbitration Committee, as nearly every arbitration dispute revolves around some trade rule.

Mr. Watkins has many letters to answer in the course of a year. These letters come from all sections of the country. They are written by members



to the attention of the convention a practice that seems to have recently been started in the Southeast and that may spread to other sections. This is the practice of vitiating the grades by inserting qualifying sentences in the confirmation or contract.

The members of an exchange in Virginia have been using the following on their sales tickets, placing it there through the medium of a rubber stamp:

"While the Federal standard rules on oats class yellow oats as white, this special contract stipulates that only white oats shall apply."

Your secretary has discussed this matter with a number of members who are extensive handlers of oats and they are unanimous in their conviction that the practice of subverting the grades by such methods should be discouraged.

The oats standards have been framed for use all over the United States. Rigid rules and regulations have been adopted with the view of surrounding the



ST. LOUIS BOOSTERS  
W. C. Engel, A. L. McDonald, Paul Berger

grades with safeguards. There is no objection to yellow oats from a feeding standpoint, but if any individual dealer does not want them he may make a special contract with a shipper. The Association cannot, and does not desire to, take away the right of a dealer to make any kind of a contract he wishes, but when the entire membership of an exchange excludes by a rubber stamp one of the standards adopted by the Government after months of investigation the question becomes somewhat serious. It destroys uniformity in the grades. It vitiates the work of the Bureau of Markets, because other exchanges may follow the example and exclude some corn or wheat grade because of a percentage of moisture or foreign material or for some other reason. The point is that the whole trade should endeavor to make the uniform grades a success. Every dealer should accept them in a spirit of cooperation and with the object of making them popular.

Your secretary has no sympathy with the sporadic efforts that have been made in some sections of the country to discredit the work of the Bureau of Markets. The Grain Dealers National Association has worked too hard and too long in an effort to secure uniformity in grading to turn back now and accept a condition from which we all tried so earnestly to escape. Federal supervision has its defects, of course. No sensible dealer ever expected that the Bureau of Markets or any other Government agency could usher in the millennium.

Let us be candid and face the situation as it is. What would happen if the Grain Standards Act were repealed by Congress? We would be back to where we were 10 years ago, and who wants that? Surely not the honest merchandiser of grain. It seems plain to your secretary that what the trade should do is to extend the fullest and most complete cooperation to those who are trying to make federal supervision a success. Let us not be too captious in our criticism. Let us avoid constant complaint because things are not perfect. They never were perfect and never will be. The best we can hope for is to minimize the inspection troubles. We can never abolish them all because of the fallibility of man. After all grain inspection is largely a matter of judgment, especially on "line stuff." Errors will continue to be made in the future, but who will say that, all things considered, conditions are not better now than they were a decade ago? We can constantly improve them, but not by destructive criticism. We must cultivate the spirit of helpfulness and the desire to aid those who have been charged with the responsibility of administering the act. In that way only can we get results.

#### Telephone and Telegraph Service

This committee has not been active during the year, largely on account of the unpopular Mr. Burleson, whose methods as head of the Post Office Department were so widely condemned by everyone, friend and foe alike.

When the Postmaster General began his autocratic career as head of the telephone and telegraph companies, after they were taken over by the Government as a war measure, M. L. Jenks, chairman of the Telephone and Telegraph Service Committee of the Association, made vigorous protests to the various and sundry increases in rates, but Mr. Burleson treated him in precisely the manner that he treated everyone

else. He ignored the complaints and continued in the even tenor of his way. It then became apparent that relief could be obtained only from the state public utility commissions which in many states enjoined the enforcement of the new rates.

This method of stopping the Postmaster General was not altogether a success, but then nothing could stop Mr. Burleson, not even his own political friends. This story is too well known to repeat it here. Suffice it to say that the grain trade and business men generally heaved a deep sigh of relief when the public wires went back into the hands of their owners, demonstrating anew, if such demonstration was necessary, the utter inefficiency and wastefulness of government control of public utilities.

The chairmen of the Committees on Demurrage, Crop Reports and the Hay and Grain Joint Committee will present their reports to this convention. I respectfully refer you to these reports.

#### Membership

<b>Direct and Associate:</b>	
Direct and associate members reported at last convention .....	1,382
New direct and associate members since last convention .....	361
Total .....	1,743
Direct and associate members in good standing on October 11, 1919 .....	1,531
Direct and associate members lost during year .....	166
Number of delinquents .....	46
Total .....	1,743
Net increase in direct and associate members .....	195
<b>Direct Members:</b>	
Direct members reported at last convention .....	1,356
Direct members secured since last convention .....	339
Total .....	1,695
Direct members in good standing, October 11, 1919 .....	1,485
Number of delinquents .....	45
Direct members lost during the year .....	165
These losses were from the following causes:	
Resignations .....	94
Dropped for non-payment of dues .....	9
Gone out of business .....	52
Expelled .....	4
Rejected .....	6
Total .....	165
Net increase in direct members .....	1,695
<b>Associate Members:</b>	
Associate members reported at the last convention .....	26
New associate members secured since last convention .....	22
Total .....	48
Associate members in good standing Oct. 11, 1919 .....	46
Associate members lost during the year .....	1
Number of delinquents .....	1
Total .....	48
Net increase in associate members .....	21
<b>Affiliated Members:</b>	
Affiliated members on Oct. 11, 1919 .....	2,730
Affiliated members reported at last convention .....	2,412
Increase .....	318
The affiliated membership is divided among the 11 affiliated state associations as follows:	
Illinois Grain Dealers Association .....	377
Indiana Grain Dealers Association .....	285
Western Grain Dealers Association .....	438
Kansas Grain Dealers Association .....	448
Missouri Grain Dealers Association .....	275
Ohio Grain Dealers Association .....	292
Oklahoma Grain Dealers Association .....	173
Texas Grain Dealers Association .....	219
Michigan Hay & Grain Association .....	59
Pacific Northwest Grain Dealers Association .....	28
Northwestern Grain Dealers Association .....	136
Total .....	2,730
Total number of direct, associate and affiliated members on October 11, 1919 .....	4,307
Total number of direct, associate and affiliated members reported at the last convention .....	3,794
Increase .....	513

As will be noted by the foregoing table, the past year has seen a net increase in direct members of 174 and an increase of 21 in associate members, or a total net increase of 195. There was also an increase of 315 in affiliated members, showing a total net increase in direct, associate and affiliated members of 513.

The fact must not be lost sight of that the number of affiliated members given in the above table does not represent the total membership of the various state associations. The secretaries of the affiliated associations report to the National secretary only the names of those of their members who are not direct members. In other words, they deduct from their list of members all those who are located in the terminal markets and who are members of the National. Some of the affiliated associations have a large membership in the terminal markets, but as nearly all of these members also belong to the National they are not counted in the affiliated lists.

All past records were broken in the membership campaign this year. In 1918 the boosters secured 309 new members. This was the largest number ever taken into the Association in any one year, and it was thought that this record of 309 would stand for a long time. The boosters broke it, however, this year by capturing 361. The Association now has a total direct and associate membership of 1,577, of which 1,531 are in good standing. There seems to be no reason why we cannot in a short time boast of 2,000 direct and associate members.

For the last half dozen years we have at each annual meeting reverted to the booster campaigns which are successful each year. Breaking records has become a habit with the boosters. It is truly remarkable the way the interest in these campaigns is maintained. There is but one answer—the Association itself. It is doing such good work in legislation, in transportation, in arbitration and in the other fields that it has attracted the attention of grain men everywhere. It becomes easier to get new members for the Association each year. We have now reached the point where the non-members realize that he cannot afford to remain outside the organization. From Seattle to Boston and from Montreal to Tampa, applications come in. Your secretary made a trip to the Pacific Coast last fall after the Milwaukee convention and he succeeded in securing applications from practically every dealer in Portland, Seattle and Spokane.

A few years ago it would have been almost impossible to enlist the interest of the Pacific Coast dealers. They felt that they were separated from the remainder of the country by the Rocky Mountain barrier, but they do not take this view now. The standardization of the grain trades, the taking over of the railroads and the telegraphs and the other activities of the Federal Government has brought home to them the realization that the grain trade of this country is one and must fight for its rights as a unit.

Your secretary is pleased to inform the convention that two new state associations affiliated with us since the last annual meeting. They are the Pacific Northwest Grain Dealers Association with headquarters in Portland, Ore., and the Northwestern Grain Dealers Association whose headquarters are in Great Falls, Mont. The territory of the last named association embraces the states of Montana, Idaho and Wyoming, while the Pacific Northwest Grain Dealers Association takes in all the territory west of the three states named.

The acquisition of these two organizations gives the National 11 affiliated Associations as follows: Ohio Grain Dealers Association, Indiana Grain Dealers Association, Illinois Grain Dealers Association, Western Grain Dealers Association, Missouri Grain Dealers Association, Kansas Grain Dealers Association, Oklahoma Grain Dealers Association, Texas Grain Dealers Association, Michigan Hay & Grain Association, Pacific Northwest Grain Dealers Association, Northwestern Grain Dealers Association.

There are 2,730 affiliated members in the 11 associations and these added to the 1,577 direct and associate members gives the National Association a grand total of 4,307. There is but one more state organiza-



TWO PENNSYLVANIA GRAIN MERCHANTS

tion that is not affiliated and it is hoped that this association will be taken in by the time the next annual convention meets.

#### Booster Prizes

President Goodrich will follow the custom established by his predecessors of giving booster prizes. Four prizes will be awarded at this convention, the winners being: First prize, D. M. Cash, of the Urmaton Grain Company, Indianapolis; second prize, Alex W. Kay, of Hales & Edwards Company, Chicago; third prize, Jno. C. Bennett, Nashville, Tenn., and fourth prize, Picker & Beardsley, St. Louis, Mo. Mr. Cash secured 25 new members, Mr. Kay 23, Mr. Bennett 12, and Picker & Beardsley 11.

The campaign this year was begun as usual on February 1 and it ended on April 7. Two hundred new members were asked for and it was announced



that when this number was reached the regular canvass would close, the prize winners to be the three highest at that time. It was a close finish, so close that it was difficult to select the winners. April 5 was on Saturday. The two hundred mark was not reached that day, but on the following Monday a veritable flood of applications came in, running the number up to 224. In order to show the Association's appreciation of the boosters' great work, President Goodrich decided to give four prizes instead of three, as the fourth booster on the list was close to the winner of the third prize.

A remarkable record for individual work was made in the last year by Alex W. Kay, of Hales & Edwards Company, Chicago. Mr. Kay broke all records for the number of new members brought into the Asso-

than two negative votes. And it is easy to understand this. The applicants come from all sections of the country and are known to but few directors, that is, of a list of, say, some 20 new members sent out for approval no single director would know more than a small number. His knowledge of the applicants would necessarily be confined to those who applied for membership from his own territory. An applicant from the Pacific coast, for example, would not likely be known by any member of the Board except the Association's director at Seattle. Such an applicant could get into the Association under the present rule, without regard to his record. The Pacific Coast director might vote to reject the application because he knew the character of the applicant, but he would be the only member of the Board who did, and the



W. H. TOBERMAN TAKES A PARTY OF FRIENDS ON AN AUTOMOBILE TRIP

ciation in any one year by a single booster. He secured 46 new members, breaking the great record of 41 made last year by Director J. H. Beusse, of Athens, Ga. Mr. Kay ought to receive a vote of thanks from this convention for his brilliant work. When a man, without thought of compensation, gives so much of his time and talent to the building up of the Association the members should show their appreciation in some spontaneous way. Mr. Kay may truthfully be called the greatest booster the Association has produced. He secured every one of the 46 new members himself and he got them in nearly every state in the Union. The proof of his devotion and unselfishness is shown in the fact that he kept on working long after the regular booster campaign ended. He does not receive the first prize because he was not in the lead when the formal canvass closed on April 7, but this did not deter him from continuing to boost all summer and right up to within a few days of the convention. Mr. Kay has set the new record so high that it is probable it will not be approached by any other booster for some years.

Before leaving the subject of membership, your secretary desires to recommend that the by-laws of the

applicant could demand admission should he invoke Section 1 of Article IV of the By-Laws.

Your secretary has been rejecting applications upon the negative vote of one director because of the unworkability of the rule referred to. The matter was taken up several years ago with the chairman of the Executive Committee and he advised that the practice be continued of "turning down" applications should any director refuse to approve them and give good reasons therefor. It was felt that it might not be advisable to change the section so as to make it specifically state that an application might be rejected by one negative vote.

A considerable number of applications are annually rejected, and during the last campaign some feeling was aroused by some of the rejected dealers who charged that they were kept out of the Association through the ill will of one man. Your secretary is quite sure, however, that there is no ground for this charge, because the members of the Board are too broad-minded to permit personal feeling to enter into a matter of that kind.

Your secretary has a suggestion to offer that, he believes, will overcome the objection to the present

6, Article IV, of the constitution of the Association.

Financial Statement

Your secretary is pleased to inform you that the finances of the Association are in splendid condition. Our surplus, you will observe, amounts to \$19,275.67. The statement in full, covering the period from September 21, 1918, to October 11, 1919, is as follows:

FINANCIAL STATEMENT OF THE GRAIN DEALERS NATIONAL ASSOCIATION

Covering the Period from September 21, 1918, to October 11, 1919.

Receipts

Cash on hand last report.....	\$19,678.24
Direct dues .....	17,849.50
Direct membership .....	5,002.50
Associate dues .....	362.50
Associate membership .....	319.00
Regular subscriptions to Who is Who .....	890.50
Affiliated subscriptions to Who is Who .....	1,148.50
Who is Who advertising.....	16,021.87
Sundries .....	156.88
Arbitration deposit fees.....	2,440.00
Affiliated dues .....	1,185.00
Investments .....	61.33

Total receipts .....

Expenditures

Salary account .....	\$10,366.00
Office supplies .....	1,059.34
Express and telegrams.....	490.91
General printing .....	295.36
Who is Who in the Grain Trade.....	15,835.71
Office rent .....	650.00
Telephone rent and tolls.....	163.25
Refund arbitration fees.....	1,265.00
Legislative expense .....	\$1,174.85
Transportation expense.....	3,649.84
Advisory Committee expense .....	4,266.63
Officers' traveling expense.....	9,091.32
Secretary's traveling expense.....	1,036.94
Postage .....	1,072.15
Sundries .....	1,033.12
Convention expense .....	716.72
Arbitration expense .....	1,550.58
Returned application fees.....	1,123.75
	90.00

Total expenditures .....

In Bank:

Commercial Account .....	\$ 9,199.92
United States Liberty Bonds bearing 4 1/4 per cent interest.....	10,000.00
Petty cash account.....	327.00

Outstanding checks .....

Conclusion

I would not think of drawing this report to a close without asking your indulgence for just a moment so that I might pay a tribute of respect and admiration to President P. E. Goodrich, who has served you so faithfully and so ably during the past year.

Mr. Goodrich was selected to head the Association at, perhaps the most critical period in its whole history. The war with Germany had not been ended at the time of the Milwaukee meeting. No one could hazard a guess as to how long the terrible conflict would continue. The entire business of the nation was in a chaotic condition. Everything had been subordinated to the winning of the war. The grain dealer was restricted and circumscribed in his action. No one knew how far the Government would be forced to go in its control of business, and what was much worse, no one would dare predict how much of the old structure would remain after the reconstruction program had been completed.

This was the situation that faced Mr. Goodrich when he undertook the presidency of this Association. It was a situation that required great ability and tact and above all a sound knowledge of America and the American spirit. President Goodrich has more than made good as President of this Association. He has met every test, every demand, every requirement. He has given without stint his time, his ability and his energy. He has been a worthy successor to a long line of able men.

The Association has indeed been fortunate in the past in its selection of presidents. Most of them seem to have been chosen to meet certain crises and they have invariably realized the hopes of the members. Mr. Goodrich deserves the thanks of the Association for his untiring zeal and great devotion. His staunch patriotism, uncompromising Americanism in the face of the present radical wave that is sweeping over the world has been an inspiration. It has indeed been a privilege to be associated with him in these history making times.

Your secretary would also like to pay a little tribute of appreciation to A. E. Reynolds, Chairman of your Legislative Committee; Henry L. Goemann, chairman of your Committee on Transportation, and J. W. McCord, chairman of the Executive Committee, as well as Elmer Hutchinson, chairman of the Arbitration Appeals Committee; C. D. Sturtevant, R. A. Schuster and S. L. Rice, chairmen of the three Arbitration Committees, and F. E. Watkins, chairman of the Trade Rules Committee. These are the most active chairmen. By their devotion to duty and their uniform courtesy they have gained the respect and admiration of the whole membership. It has been a great pleasure and a great honor to work with such loyal and earnest men.

A secretary of the National Association would indeed be ungrateful were he to neglect to pay tribute to Mr. Reynolds, Mr. Goemann, Mr. McCord and the others named. Mr. Reynolds is the legislative "eyes" of the Association. This able and experienced



CAUGHT OUTSIDE THE PLANTERS  
Fred Mayer, Mr. and Mrs. R. D. Patton, Mr. and Mrs. L. C. Chase and Tilghman A. Bryant

Association be changed with reference to the rule for admission of new members. Section 1, of Article IV, covering membership and dues, states that applications for membership shall be approved upon receiving a two-thirds vote of the Board of Directors. This section is unworkable and it ought to be changed. There are 26 members of the Board of Directors—22 elective members, the retiring president and the president and two vice-presidents. In order to reject an application under Section 1 of Article IV, it would be necessary to secure nine "blackballs" or the negative vote of nine members. There has never been, to the knowledge of your secretary, a single application that received more

rule. He would recommend that the president be empowered by this convention to appoint a committee of three to whom all rejected applications would be submitted. It would be the duty of this committee to examine into each case and make a report to the Board. The directors could, of course, either accept or reject this report. It is believed that this plan would overcome the criticism of the present method of rejecting applications. Such a committee ought to be a permanent one and be included in the list of standing committees appointed by the president annually. In order to effect this change it will be necessary to make an addition to Section



man has for years been the grain trade's sentinel at Washington. No man has wider acquaintance with the law-makers at the national capital, and no more able chairman could be found for the Legislative Committee in these times in which we live.

Mr. Goemann, as has heretofore been stated, has given most of his time to the Association since the Milwaukee convention. He has achieved great success in fighting every unfair regulation that has been promulgated by the Railroad Administration. One by one these regulations have been withdrawn or amended until today the trade is back to where it was before the railroads went under Federal control. For this condition the members may thank Mr. Goemann and the other members of his committee. The Association owes them a heavy debt of gratitude.

Your secretary would feel that he had neglected a plain duty did he close this report without reference to the efficient force that sustains him in the Toledo office. A more conscientious assistant than E. G. Kiburtz does not live. He has the welfare of the Association constantly in mind. Not a little of the success of the organization is due to his untiring energy and loyalty. The same tribute of appreciation may truthfully be paid to Miss Haar, Miss St. Arnaud and Mr. Sayles.

**The President:** If there are no objections, the chair will appoint a committee to consider the recommendations made by the secretary.

I will name the following committees at this time: Committee on Secretary's Report: John S. Green, C. E. Groce, of Ohio; S. R. Washer, of Kansas; J. H. Cofer, of Virginia; and E. M. Wayne, of Illinois.

Nominating Committee: E. C. Eikenberry, of Ohio; Lee G. Metcalf, of Illinois; J. W. Sale, of Indiana; G. P. Bissell, of Nebraska; Wallace M. Bell, of Wisconsin; and U. F. Clemons, of Oklahoma.

Committee on President's Address: A. H. Scott, of Kansas; C. F. MacDonald, of Minnesota; Douglas W. King, of Texas; L. W. Forbell, of New York; and B. L. Christy, of Illinois.

Committee on Resolutions: Hiram N. Sager, of Illinois; Bennett Taylor, of Indiana; O. W. Cook, of Ohio; F. G. Horner, of Illinois; Jesse J. Culp, of Missouri; Robert Ryon, of Michigan; Lee Davis, of Iowa; E. Bossmeyer, Jr., of Nebraska; William Randels, of Oklahoma; B. E. Clement, of Texas; and John McVey, of Montana.

If there is nothing further to come before us at this time, I will declare the meeting adjourned until 2 o'clock.

## Monday Afternoon Session

The convention was called to order by the president at 2:00 o'clock.

**The President:** The first subject for discussion this afternoon is one of great interest to the grain trade, the railroads. I have the honor to introduce Hon. Max Thelen, Director of Public Service of the U. S. Railroad Administration at Washington.

### ADDRESS OF MAX THELEN

IT GIVES me great pleasure to come here and discuss with you some of the problems in which we are all interested. I have in a number of instances heretofore had the privilege of coming in contact with various committees of this Association, and the associations thus formed have been most pleasant for me. It was only a few days after I was selected as Director of Public Service of the U. S. Railroad Administration that a committee of this Association drew my attention to a general order which had been issued by the Railroad Administration, known as G. O. 57, and referring to the presentation of claims in connection with loss and damage to grain loaded in bulk. I had the privilege of sitting down with that committee, and working out the situation, and as a result of that conference modifications were made in G. O. 57 which I understood obviated the features that had been the subject of most complaint on the part of members of this Association and of the grain trade in general. Shortly after that another committee of this Association, headed by Mr. Goemann, drew my attention to another general order of the Railroad Administration, known as G. O. 15, and referring to the construction, maintenance and operation of industry tracks and spur tracks. My attention was invited to the fact that prior to Federal control, in many instances industry tracks to elevators, warehouses and other industries had been constructed with the understanding that the carrier would pay for maintaining the industry or spur track. There were no written agreements in those cases, but the matter was one of verbal understanding and good faith based on that understanding. Under this G. O. 15 it was provided that in cases of that kind the shipper would be compelled to pay the cost of maintaining that track instead of the carrier, as had theretofore been the case. Your committee and other shippers took up that matter with the Division of Public Service, and after some little contest that G. O. was changed so as to provide that the practice theretofore in effect, by which the carrier would pay the cost of maintaining those spur tracks, would be resumed. The regional directors at that time also were instructed that there was nothing in G. O. 15 which compels the making of written contracts to cover the cases where

those spur tracks had been constructed prior to Federal control in the absence of a contract. Also, as a result of the work that was done at that time, a very substantial modification for the better was made in so-called liability clauses contained in this standard form of industry track contract which was to be used in the Northwestern Region, so that with those modifications that form of liability clause has become, in my opinion, just and reasonable both to the carrier and the shippers.

So that I do not at all feel as though I were a stranger here today. After these conferences with



HON. MAX THELEN

—Photo Harris & Ewing.

committees representing this Association, I feel almost as a member of the Association, and I am going to talk to you frankly and directly, as though I were actually a member of the family of this Association.

In the first place, it might be proper if I should explain what this Division of Public Service of the U. S. Railroad Administration really is, and what part it plays in the work of the Railroad Administration; in other words, make some explanation for my existence at this time.

### The Division of Public Service

The Division of Public Service is one of the 10 divisions of the central Railroad Administration in Washington. The other nine divisions are the Divisions of Accounting, Capital, Expenditure, Finance, Labor, Law, Operation, Purchase and Traffic. The directors of these 10 divisions constitute the staff of the Director General, and they advise him on all questions of importance. The Division of Public Service has joint jurisdiction with the Division of Traffic over all

in Washington, or at times directly through the regional directors or Federal managers, in an effort to see that any railway service condition not correct is remedied, and that a just and reasonable service is established. The short line railroads of the country have the right, in case they feel themselves aggrieved by reason of treatment of some other branch of the Railroad Administration, to apply to the Division of Public Service, which will take up their case and see that justice is done them.

The Director of Public Service is the chairman of a special freight claims committee appointed by the Director General for the purpose of making a survey of the freight claims situation, and of making recommendations to him as to how the piled-up freight claims could be most promptly disposed of, and how similar claims might in the future be as far as possible prevented. At this time the Director of Public Service is the chairman of a committee of three directors, appointed by the Director General for the purpose of investigating the freight car problem and making suggestions as to what can be done by the Railroad Administration, on the one hand, and the shippers on the other, to secure from our exceeding short equipment the greatest possible efficiency. That is the picture of the Public Service Division.

### The Work of the Division

This Division receives each month approximately 3,000 letters affecting railroad rate and service matters from various sections of the country, and, in addition, the bureau for suggestions and complaints, which is now also a part of the Division of Public Service, receives an additional thousand letters, so that, all told, this Division handles about 4,000 complaints of various kinds each month. Those who have been in the public service, either as state or Federal officials in connection with the regulation of our railroads can imagine the scope covered by those letters. They do not all refer to purely rate or railroad service matters. I remember a few years ago, when I was president of the Railroad Commission of California, the secretary of the Commission came in with a very disturbed look on his face and a letter in his hand. He said: "I don't know what to do about this." I said: "What is it?" He said: "This letter is from a California girl who has gone to Nevada, and she says she wants to do a little horse-back riding up there and she hasn't any riding horse, and she wants to know whether the Public Service Commission here will buy a riding horse, and here is a greenback, and I don't know what to do about it." I said: "Go and buy that horse and send it to her," and it was done. It wasn't exactly a railroad rate or service matter, but it illustrates the fact that people are not always very particular in the kind of requests they make of state and Federal regulating bodies.

At the last meeting of the National Industrial Traffic League I told of an incident that happened recently after I became Director of Public Service. A letter came to the Division of Public Service, written by some one in Illinois—I don't know whether the first vice-president of this Association had anything to do with it or not. That letter stated that the American public was not giving due rewards to the chorus girls of the country. He said the services they performed were really a matter of public service, and they were not properly rewarded in a financial way, and the chorus girls were having a hard time of it. He suggested



W. S. POWELL, A. E. RUST, E. G. PINK, O. B. HASTINGS, IRA HASTINGS, J. B. GILLESPIE, ALL OF CAIRO

changes in rates made by the Railroad Administration. No rate is changed by the Railroad Administration unless the Division of Public Service concurs in the change, provided that if the directors of public service and traffic cannot agree, the matter may be taken to the Director General for his personal decision.

These freight traffic committees which are scattered throughout the country, and with whose work you are familiar, are subject to the joint jurisdiction of the Director of Traffic and Director of Public Service in Washington.

When it comes to matters of railway service, the Division of Public Service, when complaint is made, takes up the matter with the Division of Operation

the Director of Public Service use his influence, with a question mark, with the Director General, to get him to issue a general order as follows: That hereafter the railroads of the country will not transport any theatrical troupe, unless the manager can show he is paying the chorus girls a wage of at least \$30 a week. That order has not been issued as yet, but I understand the Director General is going to Chicago later on in the week, and if he is properly treated up there, perhaps some consideration might be given to this question.

Many letters do relate to railroad rates and service. You can imagine that the Division of Public Service has not been able at all times to satisfy completely



those who write. But the Division does try to give personal detailed consideration and to give the writer a prompt response, even though it is not always favorable.

## Car Shortage

The complaints coming in at the present time in largest numbers to the Railroad Administration are complaints concerning the so-called car shortage. I want to talk a little first about car shortage in general, and then about car service as applied particularly to the movement of grain. You all know of the tremendous business being offered to the Railroad Administration, particularly during the last few weeks, and you can imagine the tremendous strain to which the existing equipment is subjected by reason of these large and abnormal demands. Our figures show that for the week ending October 4, the last figures we have available, the number of cars loaded exceeds the number of cars loaded during the same week of last year by 7,800 cars. And you will remember that last year in the month of October the whole nation was on its toes in an effort to produce as largely as it could of food, munitions of war and supplies for our armies abroad as well as our people at home. But, notwith-

a tremendous quantity of traffic now being offered, and, on the other hand, equipment not much in excess of what we had before, to meet those demands. Let me draw attention to the fact that although a larger number of loaded cars are being moved today than in the corresponding period of 1917, before Federal control started, the car shortage today is actually 25,000 less than it was at the same time in 1917. In other words, more traffic is being moved with less cars today than in the fall of 1918; and the reason, of course, is the great fluidity and the greater efficiency which inevitably follows from a single unified control of all the freight car equipment of the country. I am not making this as an argument for Government control, but I am making it for a unified control by somebody of the freight car equipment of the country in times of stress and emergency.

## The Movement of Grain

With reference to the grain situation. You are interested as American citizens in the problem as a whole, but particularly in the transportation of grain, and now more in the transportation of wheat than anything else. The monthly crop report for September 1 estimates the total wheat crop of the country this

000 bushels; in Kansas, 65,224,000 bushels; in Nebraska, 24,062,000 bushels, and in Colorado, 9,673,000 bushels. The total wheat still to be transported from the farms in those states is 124,611,000 bushels, approximately one-third of the entire amount remaining to be moved. I refer to these states in particular, because it is in these states the trouble is arising. There may be difficulties in distribution of equipment in some of the other states, but we are not worried much about them, because we see our way clear with them. In figures of percentage, there had been moved from the Texas field 60 per cent, and 40 per cent remains to be moved; in Oklahoma 70 per cent had been moved, leaving 30 to be moved; in Kansas it has been about even, 50-50; in Nebraska 52 per cent has been moved, 48 per cent yet to be moved; and in Colorado 42 per cent has been moved, leaving 58 to be moved.

## Storage and Ships

The situation that has developed with reference to these states is different from the situation at the beginning of the season. At the beginning of the season the problem in those states was largely a rail transportation problem, but the scene has shifted, and



GRAIN MEN IN ATTENDANCE AT ST. LOUIS CONVENTION

standing the tremendous efforts at that time and the great amount of transportation that followed those efforts, we have for this year for that week a number of cars exceeding the number during the corresponding week of last year by 7,800.

Suppose I take the refrigerator cars. Those cars are used for a special clearly defined purpose, for the movement of perishables, and we have a complete record of their transactions. Up to September 30 of this year we had moved in refrigerator cars 25 per cent of perishables in addition to the quantity ever moved before in the history of this country in a corresponding period. In California the number of cars with refrigerator stuff that moved out of the state up to September 30 was 22,000 cars, or 40 per cent in excess of the amount ever moved before in that state up to September 30 of any year. That illustrates in a concrete way the tremendous demands that are being made by the shippers of this country upon the Railroad Administration at this time.

For this same week, ending October 4, the number of cars received by various regional administrations from other regions, known as inter-regional cars, was 30,000 in excess of the same number of cars received last year, and every one of the regions excepting the Pocahontas Region, shows an excess of the number of cars received over those received during the corresponding week of last year. On the one hand, we have

year as 923,350,000 bushels. The Railroad Administration estimates that of that crop it will be necessary for us to transport from the farms 824,515,000 bushels. The difference of 100,000,000 bushels represents seed wheat and other wheat which will not be offered to the railroads for transportation. Of this total of 824,515,000 bushels, the Railroad Administration has transported from the farms by September 26, 451,199,000 bushels, or 54.7 per cent of the total. On September 26 of last year the Railroad Administration had transported from the farms 412,980,000 bushels or 51.2 per cent of the whole. In other words, we have done a little better this year than last year. We have transported 38,000,000 bushels more than last year, and that constitutes about 3.5 per cent of all the wheat to be transported this year. There remains, then, for transportation by the railroads this year from the farms 373,376,000 bushels.

The chief complaints which have come to the Railroad Administration with reference to failure to transport wheat have come from the states of Texas, Oklahoma and Kansas, and to some extent from Nebraska, and slightly from Colorado. I will give you the figures showing the amount of wheat still to be transported from the farms in those states. I am telling you frankly what the situation is as we see it. In Texas there were still, on September 26, 12,250,000 bushels to move from the farms; in Oklahoma, 13,402,-

today that problem is not so much a problem of rail transportation as it is a problem of storage and of ships. Take the states of Texas and Oklahoma; those states ordinarily look to the Gulf ports for their outlet, and primarily to Galveston, but at Galveston the elevators are full. There are 1,786 cars standing loaded on the tracks there, and no place to put the wheat. And 1,006 cars more are on the way, and no place to put that wheat when it arrives. There you have a problem no longer a rail problem, but one of storage and ships. These elevators at Galveston must be emptied, so that we can transport to them the grain now lying in the fields of Texas and Oklahoma, and the only way to do that is to get ships to take the grain, and the Railroad Administration has no jurisdiction to take over ships. We are not going to stop on small questions of jurisdiction, however. The Railroad Administration has taken up with the Wheat Corporation the matter of getting ships to Galveston. Cablegrams were sent to England, and responses from England received, and in the last two or three days arrangements were made by which the English cargo vessels will be diverted from New York and north Atlantic ports and sent to Galveston to clean out those elevators.

We now have under consideration with the Shipping Board the question of getting neutral countries in Europe to utilize vessels of the Shipping Board,



which vessels shall also go to Galveston and help the situation there. The Railroad Administration is doing everything in its power, not merely as to railroad transportation, but also as to the storage and ship questions, to render assistance in this situation. I wish I could say I feel sure the situation will be completely met, but it depends on the ships. I do not know whether there will be enough of them, and whether they will come quickly enough to move all that wheat.

If I were a farmer in the Pan Handle of Texas, I would get ready. I would take the piano out of the sitting room and put it in the kitchen, and store my wheat in the sitting room; or I would get some tarpaulins or something else, instead of waiting for something to happen. After all, self-help is the biggest thing in this world. I am not sure that will be necessary, but, on the other hand, I can not say positively that the Railroad Administration, utilizing all these devices, will be able to meet that situation completely before the severe weather of winter starts in.

As to Kansas, Nebraska and Colorado the problem there is a little different. It is not so much a prob-

that the grain lying unprotected in the fields of the Middle Western States shall have preference in loading. I am not certain that those instructions are being carried out. Investigations are being had now to find out whether those instructions are being carried out, and if not, why not. We do know that the number of cars allotted to the railroads of the Central West and Southwest for transportation there are the full quota to which those regions are entitled. We do know for those regions as a whole, the amount of wheat being loaded is up to the amount that should be loaded, but we do not know, first, whether grain as a whole gets its fair proportion of those cars, and, second, whether the more remote regions out on the plains of western Kansas and Nebraska are getting their proportion of the cars. If those sections are not getting their fair proportion, steps will be taken to get them the share they are entitled to. The Director General is personally giving attention and consideration to the transportation of this wheat. He has arranged a conference in Chicago this week between the Federal managers and regional directors in the territory affected, and he will attend that conference himself to make sure that everything the

facilities of the nation are taxed to their utmost, the private carriers may devise some method by which their equipment may be pooled, so that you will have a single unified management, and as a result much greater efficiency than you would have if 200 railroads were trying to hang onto their equipment and take care of their own shippers, regardless of others.

Second, the unification of terminals. We feel, in the public interest, what the Federal Government has done in the unification of freight terminals and passenger terminals should be retained, and that the principle should be extended whenever the public interests require. We have learned under Federal control that the question of the use of terminals is not so much a question of desire of the railroad owning the terminals to keep out other railroads, or the desire of the other railroads to get into the terminals, but it is question of service to the public, and the fulfilling of the reasonable requirements of the public for service, irrespective of corporate ownership of the terminals. I am hopeful that what has been accomplished along that line will be retained and extended.

Consolidated ticket offices. The Railroad Adminis-



PHOTOGRAPHED IN FRONT OF THE OLD ST. LOUIS COURT HOUSE

lem of ships in the first instance as one of storage. Some one might start a line of airships to help get the wheat out of Kansas City and Omaha, but unless something of that kind is done you will agree it is not a question of ships in that particular locality. It is a problem of storage. I am advised that the elevators at Kansas City are full, and the elevators at Omaha nearly so. I am advised that some of that wheat has gone to Chicago, and their elevators are full or nearly so. We must find some place to put the wheat in Kansas City and Omaha; otherwise you cannot bring any wheat in from the plains of Kansas and Nebraska. There is one place where there is storage left. Within the last two or three days the Railroad Administration has taken that question up with the Wheat Corporation, to see whether arrangements can be made to take the grain out of Kansas City and Omaha and put it in that place where there is storage capacity left. I cannot say positively that that arrangement will be made; I hope and think it will be, and if it is made, then the Railroad Administration will be ready to do its part and send trains of cars loaded from Kansas City and Omaha, and bring them back empty to the same places for reloading, entirely regardless of expense, because it is no longer a matter of expense but a question of protecting the crops.

Instructions have been recently issued to the effect

Railroad Administration can do will be done to help out in this situation.

This situation is, of course, more or less a temporary one. In a few months this particular problem will be behind us; but the general problem of what the railroads of the country under private operation should do in fulfilling their obligations to the public will still be with us. As a member of the Railroad Commission of California and as Director of Public Service in the Railroad Administration, I have naturally been much interested in questions of public service, and I am very much interested in the question of public service after the railroads are returned to their owners for operation. I have been thinking as to the constructive things which the Federal Government has done during Federal control in the way of public service, and I have been wondering to what extent those constructive things may be saved when the railroads are returned for private operation. I want to mention a few of the things of this character which have been accomplished by the Federal Government, and which I hope, in the interest of the public service, may be retained by the carriers under private operation.

#### Government Accomplishments

The first of these things is, of course, the pooling of equipment. I am very hopeful that in times of stress and strain hereafter, when the transportation

tration has established consolidated ticket offices in 111 of the largest cities of the country. It has consolidated some 564 ticket offices of various kinds established in those cities by the private railroad corporations. These consolidated ticket offices have been a great convenience to the public, and I am hopeful that some way may be found by which these ticket offices, consolidated as they are, will be retained by the railroads when they again operate their own lines.

Disregard of routing instructions. Do not throw me out of the room. I do feel strongly that at certain times, and under emergencies, when our terminals are congested and railroad lines are congested, the railroads should have the right to disregard the shipper's routing instructions so as to meet those conditions, and I think the shippers should, in those emergencies and at those times, be perfectly willing to let the railroads continue to exercise that right. It is not a question of the convenience of a single railroad or shipper. This transportation problem is national in its character, and whatever is done must be done from the point of view of promoting and safeguarding the interests of the nation as a whole, even if here and there some individual or railroad corporation does not get as much as he or it thinks it should have.

Elimination of waste in unnecessary competitive train service. I refer to those conditions that result



when, for purely competitive reasons, our railroads have run passenger trains helter-skelter across the country a half or one-third full, just to make a showing. We all pay for that sort of thing. That waste is charged to us. The Federal Government has eliminated the wasteful features of that service, and I hope the railroad corporations will be strong enough to continue what the Government has done along those lines. That waste does nobody any good.

Next may I refer to the representation of shippers in the initiation of rates. Under Federal control, for the first time in the history of this country, the shippers have been in on the making of a rate from the very beginning. These freight traffic committees, as you know, consist of an equal number of the representatives of the shippers and of the carriers, and in Washington these matters are passed upon by the Director of Traffic, representing the carriers, and the Director of Public Service, representing the public, and for the first time, from the very initial stages, the shippers have had an equal voice with the carriers. Representatives of the carriers have told us that the work of the shippers on these committees has proved helpful to them, and they see material advantages in continuing that situation, and I hope it may be continued.

Speed in adjustment of rates. When these freight traffic committees were first formed, we heard many complaints as to delay in getting through their recommendations, but there was a thorough revamping of the entire procedure of those committees, and the greatest stress has been laid on getting their business through promptly, until within the last few months shippers have told me they preferred to have their proceedings go through those committees, rather than though the course necessary before the establishment of those committees. And I hope some machinery

the railroad systems in some way or other would establish some officer or agency charged with the duty of seeing to it that the point of view of the public is given due consideration in matters of rates, service and operation, so that whenever a complaint is made by some representative of the public, we might be sure that prompt and courteous and considerable treatment would be given to that complaint.

I have not gone into details here. The best service I can perform for you is to be brief. The details can be worked out. But I thought it might be helpful if in addressing this organization, which spreads all over the country, and which is well known as an organization that has considerable influence, I make these suggestions to you, so that in due course of time, possibly through your influence combined with the influence of other representatives of the public, these advantages which have been gained for the public may be retained by the public.

I want to thank you for having given me this very considerate attention. I want to leave this one suggestion with you: If during these few remaining months of Federal control there are matters as to rates or service which you take up with the local officials of the Administration, and as to which you cannot get satisfaction, remember that is the reason why the Division of Public Service exists. It is our duty to try to handle matters of that kind if satisfaction cannot be secured from the local officials, and I want you to feel perfectly free to write or telegraph at any time to me at Washington, and we will do the best we can to help you out. We won't always agree with you, and in some cases when we do agree with you we won't be able to put it over, but we will do the best we can to give you prompt and considerate attention.

**Mr. Costello, of Cincinnati:** At Galveston, for in-

**Douglas King, of Texas:** Would you mind having a conference with a few of us after the meeting is over?

**Mr. Thelen:** I shall be glad to meet with you.

**George Wells, of Iowa:** Preference is being given to the movement of wheat. In Iowa we have a large crop of corn nearly ready to move. Must we take into consideration, in contracting with the farmers, that there is not a very good possibility of obtaining cars to move the corn on account of giving preference to the wheat?

**Mr. Thelen:** You misunderstood me if you understood that preference would be given to the movement of wheat. What I said was that with a certain number of cars assigned to wheat, preference is given to the wheat lying in the fields. I do not understand that preference is given to wheat as against corn at this time. Whether such an order may become necessary may depend on our success in cleaning out these elevators.

**Mr. Wells:** In our section there is very little wheat. But we feel we are not getting cars for the movement of corn and oats. Our dealers have suffered large losses because they were unable to move their old corn.

**Mr. Thelen:** Write me a letter, giving me the localities and their requirements, and figures of the extent to which those requirements have been filled, and I will get after it. Frequently there are cases where there isn't proper distribution of the equipment.

**H. I. Baldwin, of Illinois:** Has there been any ruling of late whereby claims for non-leaking cars which have accumulated can be presented for payment with any prospect of payment? These cars are where the railroad claim agents do not show any leaks in transit. They therefore decline the claims because they show no leaks on the railroad records.

**Mr. Thelen:** I am not entirely familiar with that situation, but I believe the matter is covered by G. O. 57. We are all awaiting the decision of the Interstate Commerce Commission in Docket No. 9009, which will finally and definitely settle that question. Until the Interstate Commerce Commission decides the case, I think the local officials will have to be guided by G. O. 57.

**Mr. Crowther:** Why is it that one railroad can furnish plenty of cars in a given territory, and another railroad cannot furnish cars in the same territory, shipping wheat out of exactly the same territory?

**Mr. Thelen:** Cases of that kind have come to our observation during the last few days, and that is not a proper situation. I think some of the railroad officials who are looking forward to resumption of private control within a few months or weeks are bearing that situation in mind more than the interests of the Government and shippers as a whole. We are investigating now to find out whether there is an equal distribution of cars between railroads in the same locality.

**George Wells:** About rental charges on railroad leases, we are having considerable trouble with that. We have a case before the State Board of Railroad Commissioners in Iowa that involves the unreasonable conditions of railroad leases, the rental charges and the maintenance, track repairs, etc.

**Mr. Thelen:** Which one of those do you want me to shoot at?

**Mr. Wells:** All of them.

**Mr. Thelen:** As to the rentals, I think I know about your case. As I understand it, there have been certain leases in effect between the private railroads and industries, specifying a certain rental, and now it is proposed to increase that rental. That is a matter the railroad corporations are doing, and not the Federal Administration. The lease is made by the owner of the property, and that owner is the railroad corporation and not Administration.

**Mr. Wells:** Do you understand that the reason given by the Illinois Central for that increased rental charge is on account of track maintenance and repairs? In other words, they are including in the rental charges for track maintenance and repairs.

**Mr. Thelen:** That is wrong. All they have a right to include is a fair rental for the value of the land as such. They haven't any right to include anything else. Their claim is that the land has gone up in value, and that that is the reason for the increase.

**Mr. Wells:** As to the unreasonable conditions of the leases, you are probably aware of the 30-day clause and liability for fire and everything else.

**Mr. Thelen:** As to liability for fire, that question has come before me quite a little recently, and I was confronted with the problem as to whether we should try to get the Railroad Administration to adopt a uniform clause with reference to fire liability, or try to get the matter left to the individual regional directors and Federal managers, so that the shippers could deal with them. By reason of the very great difficulty in getting through a liability clause that would be fair to the shippers, we decided, after a conference with some of the shippers, to adopt the other alternative. The matter was taken up with Regional Director Ashton. Are you in his territory?

**Mr. Wells:** Yes.

**Mr. Thelen:** Then I believe you have gotten relief, although you may not yet know it. The clause now in use is a fair and just clause.

**Mr. Klingenberg, of Missouri:** These new cars that came out under the brand "C. T." we have heard they can be loaded only for Kansas City and Omaha. As



JUST INDIANAPOLIS RADIATING A LITTLE SUNSHINE  
J. A. McComas, "Eddie" Shopper, B. K. Black, Pliny Gale, S. A. Holder

may be devised by which both the carriers and the shippers can have their rate matters adjusted without waiting a couple of years to get a decision.

Freight claims. During the early days of Federal control the freight claim situation was most unsatisfactory. To a considerable extent the employees of the carriers handling that thing had gone to war, and green employees took their place, and the shippers themselves were patriotic, and understanding the situation they did not press their claims. The result was a tremendous accumulation of freight claims. Under personal directions from Mr. Hines a campaign to clean up that situation has been waged since April of this year on all the carriers of the country, and now the number of unsettled freight claims has decreased from 880,000 on April 1, to something under 500,000 on July 1, a decrease of 35 per cent, approximately 10 per cent each month. In the days of private control, many railroads had excellent methods of disposing of freight claims. On the other hand, other railroads treated their claims in a most unsatisfactory manner. I would be very much pleased if some method could be devised so that this campaign of cleaning up claims and preventing claims, which has been instituted under Federal control, might be continued under some central authority after the railroads have gone back, so that the high standards of some of the railroads might become the standards of all railroads.

Safety work. The Safety Section of the Division of Operation has instituted a safety campaign on all the railroads of the country, for the purpose of safeguarding, even better than before, the life and limb of the railroad employee and of the traveling passenger. There is great advantage in concentrated action with reference to work of that kind, and I think it would be helpful if through some committee of the American Railway Association, or some other central authority established by the railroad companies themselves, this work might go on in a single unified national way, so that there, too, the standards of the best might become the standards of all.

With reference to public service work, I think it would be decidedly in the public interest if each of

stance, when that grain was shipped in good faith by the shipper, who has to stand the demurrage?

**Mr. Thelen:** That is a traffic question.

**Mr. Costello:** We are being sued in Cincinnati for the same thing, when it was no fault of ours. I do not think the shipper should be compelled to pay it.

**Mr. Collins, of Cincinnati:** We have a party on the Nickel Plate who some time ago applied for permits for moving wheat to Cincinnati. The railroad agent obtained the permit, and he told the shipper to load. The shipper did and the car was loaded that evening. The following morning that agent went on a vacation, and a new agent came in, and he didn't know anything about the matter, and the permit arrived there the following week.

**Mr. Thelen:** That agent should be discharged.

**Mr. Collins:** How long are we to wait for a satisfactory response on these things before we take them up with you?

**Mr. Thelen:** Don't wait at all. Write me and give the information, and I shall try to give it personal attention.

**Mr. Radford, of Chicago:** In connection with the pooling of equipment, should there not be some power with authority to tell the transportation company what equipment it should own. Some years ago the question of pooling was put up to the roads, and the roads with no equipment were willing to pool, and those that had equipment didn't wish to.

**Mr. Thelen:** I think that power should be given to the Interstate Commerce Commission. The necessity for it is very clear.

**Mr. Hastings, of Cairo:** Why does the Administration require permits for oats going to New Orleans and Mobile for domestic purposes and consumption? It delays shipments and causes unnecessary wiring.

**Mr. Thelen:** How is the Administration to know that those oats will actually stop there for domestic consumption?

**Mr. Hastings:** They are not shipped on the export rate or through an exporter. When a retail store there buys a car of oats, it never is shipped out.

**Mr. Thelen:** I will look into that and write you a letter after I secure the exact facts.



a matter of fact, some shippers are loading them for St. Louis, and why can't we? I do not know what those letters mean.

**Mr. Thelen:** The letters stand for Central Trust Company. That company is the trustee of the big equipment trust, and as the cars are paid for by the railroad corporation to whom they have been allotted, they pass to this railroad corporation. I am not familiar with the other situation to which you refer, but should be glad to have you take the matter up with me and give the full particulars with reference to it.

**Mr. Lee Metcalf, of Illinois:** When a shipper makes claim for shortage and loss in transit, we file with it all our supporting evidence, consisting of car inspection at terminal, an affidavit as to condition of car, and the amount of grain loaded. We had a car that went into Chicago on the Illinois Central. The car inspection at Chicago showed this car leaking, but the Claims Department of the Illinois Central refused to pay the claim. We then asked them if they would send us the papers in regard to the claim, their papers as well as ours. Their evidence should show this car movement. They refused, in disobedience to one of the clauses of G. O. 57-a. How can these papers be made available to the public or to the shipper? In our case it is 200 miles from home; the claim is a small one, and we could not afford to go to Chicago to investigate it. Shouldn't the railroad send us all the supporting evidence they have on that claim, as well as ours?

**Mr. Thelen:** I know about your case, Mr. Metcalf. They are not going to handle those matters that way any more. I have asked the Director of Law in this specific case to either send those papers to your local agent, or to send them to you in the hands of a traveling auditor, so that they will come to you, and if that has not been done, I will follow it up and see why the instructions have not been issued.

**Mr. Metcalf:** This general order should be enforced. It is a burden on the shipper to have always to go to your department and get a specific order on each claim.

**Mr. Thelen:** The Division of Law has agreed with me that in cases of that kind they will do one of the two things I suggested.

**Mr. Cornelison, of Peoria:** I move a rising vote of thanks to Mr. Thelen for his very able address and his courtesy in answering our questions. (Seconded by Mr. Wells, and unanimously carried.)

**The President:** We will next have the report of the Committee on Transportation, Mr. Henry Goemann, Chairman.

#### REPORT OF TRANSPORTATION COMMITTEE

**T**HE Transportation Committee beg to report that since our last annual meeting there has been referred to us a number of important matters relating to transportation and which has kept the chairman of the committee extremely busy.

About four years ago the Interstate Commerce Commission, of its own volition, started to find out all about grain claims made by shippers against the carriers. During the progress of that inquiry, which took about three years, the Commission, on February 4, 1918, adopted a report by Examiner H. C. Wilson (48 I. C. C. 530), and, after stating that all parties to the proceeding, having co-operated to bring about prompt and just settlement of claims, stated:

"The carriers and shippers will be expected to arrange promptly for a conference of their representatives with a view to an agreement upon rules and practices to be observed in filing investigation and disposition of claims."

In pursuance of that request of the Commission the carriers and shippers each appointed a committee of 15 to confer and reach an agreement on the points suggested by the Commission, but this committee were unable to agree. Thereupon Commissioner Clark addressed a letter to the chairman of each committee requesting that a small working committee be appointed by each party. In compliance therewith the shippers and carriers each appointed a committee of six. These smaller committees had numerous lengthy meetings—one at Chicago, one at Battle Creek, one at Mobile and the final one at Washington.

At the first meeting of these smaller committees, Henry L. Goemann was chosen chairman of the joint conference, and acted as chairman throughout the meetings. The result of these meetings with the order of the Commission has been printed and mailed to every member of the Association, and I suppose all are familiar with the tentative report.

I beg to advise that the Interstate Commerce Commission has mailed advice that it has assigned for oral argument in Docket 9009, November 8, 1919, 10:30 o'clock A. M., at the office of the Commission, Washington, D. C. In concluding my remarks on Docket 9009, I want to express my sincere thanks and appreciation to the members of the Shippers Committee also the members of the Scale Committee for their valuable and conscientious work.

#### Order No. 57

This order of the Railroad Administration created trouble and with claim agents refusing to pay a great many claims, shippers were insistent that the order be cancelled or amended.

Your chairman had several conferences with J. H.

Howard, manager Freight Claim Section of the Railroad Administration, but without results.

On January 17, 1919, I telegraphed Secretary Quinn to ask our members to at once wire Walker D. Hines, Director General, also Charles A. Prouty, Director Division of Public Service, also their Senators urging that Order 57 on grain claims be immediately withdrawn.

The telegrams sent to members of the Senate brought results, and Director General Walker D. Hines requested Max Thelen, who had succeeded C. A. Prouty as director Public Service at this time to go over all questions which had been raised in connection with Order 57, and careful consideration of the subject by Mr. Thelen led to the order being modified in a number of important respects as per General Order No. 57-A, under date February 25, 1919. While the amended Order 57-A was not entirely satisfactory, I believe Rule 8, Paragraph (a) was probably the principal objection, because it is clearly contrary to law to say that a carrier will not pay a claim for loss unless the claimant can show a defective record and have it sustained by the carrier.

However, Order 57-A contains the following paragraph:

"The following rules shall apply until superseded by others that may be adopted as a result of investigation and study of the subject now being carried on by carriers and shippers in connection with the Interstate Commerce Commission."

This has reference to Docket 9009, Claims for Loss and Damage of Grain, as this case is now near its end we no doubt will within the near future have a final order from the Interstate Commerce Commission, and which I hope will give the grain interests the relief desired.

#### J. H. Howard Order No. 6

As to the settlement of claims for lost or damaged property on the basis of the value at the time and point of shipment beg to advise that this clause

The addition of the "Without Recourse" clause on the face of the bill of lading, which when signed by the shipper, becomes notice to the carrier that all charges must be collected from the consignee and preventing the carrier, in event of such failure, from billing on the shipper for the claimed amount. The clause should be used by every shipper.

#### Uniform Grain Minimum Weights

For several years there has been an effort to establish uniformity in the matter of minimum weights on shipments of grain.

Numerous conferences were held between carriers and shippers and in Central Freight Association and official classification territory a rule is in effect that car loaded to 30 inches from the roof at the side wall of the car would comply with car load rule. Negotiations had also progressed with Western Trunk Line Committee where this 30-inch rule would be recognized, but Government control of the railroads prevented same from going into effect.

On March 12, 1919, a joint notice of Bureau of Markets and Railroad Administration was issued requesting the loading of cars to 24 inches between top of the grain and the roof of the car at side walls of car.

This subject is now under further discussion between the Bureau of Markets and Railroad Administration at the request of the grain shippers, who are insisting upon a clean certificate of inspection as to grade of grain on inbound road or of initial inspection.

I am in hearty sympathy with the request of the railroads for cooperation in promoting car efficiency, but I feel that carriers should not by tariff publish rules that will take away shipper's right and privilege of protecting himself by proper loading to secure clean certificate of grade on initial inspection. The Bureau of Markets states it is necessary to have 30-inch space for sampling purposes in order to give



REPRESENTING BUFFALO, INDIANAPOLIS AND ELLWOOD OFFICES OF URMSTON GRAIN COMPANY  
W. D. Wilhelm, Le Roy Urmston, E. S. Vernon, D. M. Cash

of the present bill of lading has been tested in Court by the McCaull-Dinsmore Company, and they secured a decision in United States District Court for the District of Minnesota with the result that the clause in the bill of lading is invalid and unlawful. This decision has just been affirmed by the Circuit Court of Appeals for the 8th Circuit.

This will be taken care of in the new bill of lading and claims will then be settled on a basis of market value.

#### Universal Transit

During the early part of the year the Railroad Administration had up the subject changing the milling in transit as well as the grain transit arrangement.

The Millers Federation and Grain Dealers National Association jointly objected to the Universal Transit and filed a brief in support of our objections and instructions were finally issued from Washington dropping same.

#### Freight Rate Advance

Objected to the 2 cents per 100 all rail advance on grain from Central Freight Association territory and had same indefinitely postponed.

#### Bill of Lading

The new form of bill of lading which was to go into effect September 8, 1919, has been postponed until further order of the Commission, due to court injunction. This will permit the continued use of present form of bill of lading.

The export form seems to be unsatisfactory to those using export bills. The question also arises as to the domestic form owing to the Commission prescribing one bill known as straight form. The opinion seems to be that there should be two bills, one straight and one order form also that the color scheme of white and yellow forms should be continued, and that the bills shall conform strictly with the language of the Pomerene Bill of Lading law. Also that all forms of bill of lading be of uniform size.

I believe if the above objections were complied with the grain trade would be satisfied.

this clean certificate and until they change their position. I believe we should insist on tariff rule of 30 inches as a basis for minimum car loading. The carriers need have no fear of not getting heavily loaded cars of grain. The car shortage, whenever it exists, automatically enforces heavy loading.

Quality of grain varies with the seasons and when nature gives us a poor quality crop the tariff should be such as to enable the shipper to load safely.

#### General Order No. 15

Referring to U. S. Railroad Administration General Order No. 15, dated March 26, 1918; covering installation and maintenance charges on industry side-tracks, this order brought protest from every section of the country, and a very large correspondence.

I objected to Order No. 15 as being unfair and unlawful and filed a brief in support of my contentions. After a considerable period of negotiation through Mr. Max Thelen, Director of Public Service, there was appointed a committee of four composed of the Director of Traffic, the Director of Public Service, the Director of Operation and the Director of Capital Expenditures, and the report of this committee brought about the Supplement No. 2 to General Order No. 15.

The liability clause is not a part of General Order No. 15 at all, as those who have read Order No. 15 no doubt will know.

General Order No. 15 says nothing about the question of liability, but the liability clause comes up in connection with individual forms of contracts which are used in the various regions.

The contracts being used in various sections of the country, containing liability clauses were most unfair to the shipper.

This Supplement No. 2 practically leaves the situation regarding side-tracks and leases the same as before General Order No. 15 was issued, and therefore, whatever practices were in effect by the various carriers prior to March 26, 1918, are continued and where the railroad company was taking care of the maintenance of side-tracks, such expense shall be borne



by the U. S. Railway Administration and not by the industry, as heretofore provided by General Order No. 15.

Order also states it is not necessary to sign contracts. This leaves the situation, when leases are submitted to shippers to sign under the Railroad Administration, optional with the shippers, whether they desire to accept the conditions of such leases including liability clause. Furthermore, the railroads are permitted to enter into such contracts as to liability clause as they individually considered proper.

Supreme Court decisions have recently been made in two instances, one being *Chicago and Northwestern Railway vs. Ochs*, Docket No. 159. This was an order of the State Railroad Utilities Commission of Minnesota requiring railroad companies to extend a sidetrack partly at its expense from its main line to a manufacturing plant. In this case the court held that the sidetrack is a public and not merely a private siding, and that it became additional trackage for public use and becoming property of the company and an integral part of its system. The question of requiring the railroad company to build, at part of the cost, does not involve a taking of its property without compensation and without due process of law.

The decision further states as a common carrier the railroad company assumes and must discharge the obligations which inhere in the nature of its business. Among these obligations is that of providing reasonable adequate facilities for serving the public.

In another case, *Lake Erie & Western Railroad vs. State Public Utilities Company of Illinois ex rel Cameron*, argued and submitted March 13, 1919, decided April 14, 1919, Supreme Court Docket 204. By an appeal from an order of the Illinois Public Utilities Commission after notice and hearing requiring a railroad company to restore a sidetrack passing an individual elevator and coal yard, stated same does not take its property for private use or for public use

tion and maintenance that they have the right to make a charge for such services as are performed in the switching of products of the industry. I contend, however, that the railroad company shall not necessarily make a charge for installation and maintenance, but that such charge can be covered by a general switching charge or where shipments are made over the carrier's line serving an industry the rate of freight to its final destination usually covers the acceptance of such shipments at industry plant track and the switching charge being absorbed in the rate.

There is no question but what the loading in car load lots of vast quantities of grain on so called private sidings at grain elevators is of great benefit to the carrier, in that it enables them to secure a vast tonnage of business without the congestion which would occur if the carriers were compelled to furnish all the facilities themselves.

#### Liability Clauses

Now, regarding the liability clauses which the carriers were desirous of having shippers accept and sign contracts to cover—my contention has been that these contracts were too drastic and relieved the carriers of their common law liability and regarding which the court decisions have been quite numerous and generally such decisions were to the effect that the carriers could not limit their liability against their own negligence without a valuable consideration. It is generally conceded that in all of the states by the decisions of the courts that a common carrier may exonerate itself by a contract from liability other than for the negligence of its officers and employees. In a few of the states it has been held that a common carrier may exonerate itself from all liability including that caused by the negligence of its own officers and employees but the great weight of authority they seem to support the principle, which underlies all of the decisions and which is to the ef-

pecially when the same is built over the property of the industry or industries to be served.

While it is true some decisions of courts and Interstate Commerce Commission have been in favor of the carriers, I cannot help but feel that an opinion rendered by Luther M. Walter to the National Industrial Traffic League on March 24, 1916, should govern shippers in their negotiations with carriers on sidetrack leases.

Mr. Walter states—

- 1st. That the liability clause of leases and sidetrack agreements is properly the subject of jurisdiction by the Interstate Commerce Commission.
- 2nd. The carrier cannot lawfully limit its liability to property the subject of transportation where the loss, damage, or injury is caused by the carrier.
- 3rd. The liability clause should apply alike to traffic transported in intrastate commerce and in interstate commerce.
- 4th. The carrier cannot limit its liability for loss, damage or injury caused by its own negligence, or that of its agents or employees.
- 5th. The liability clause should be uniform in all leases and sidetrack agreements, executed by common carriers subject to the Act to Regulate Commerce.

I understand that the Interstate Commerce Commission on January 5, 1914, initiated on its own motion an inquiry and investigation in the matter of leases and grants of property by carriers to shippers known as Docket No. 5562. This case is still open, and pending the outcome of whether the carriers are going back into the hands of their owners. My recommendation is our Association and grain men generally should intervene in this case.

In conclusion I wish to call your attention to Order No. 15 and minimum loading, and suggest that the Transportation Committee be instructed as to further action desired on these matters as well as any other.

I believe this report would not be complete without expressing my sincere appreciation and thanks to Mr. Max Thelen, Director of Public Service of United States Railroad Administration, for the courtesies extended to me during the negotiations of the various subjects and his willingness at all times to give the shippers the benefit of the doubt and to have the orders adjusted properly, if possible.

**Mr. Metcalf:** Only those of us who have kept in close touch with the work of Mr. Goemann's committee and who know the splendid results they have obtained in our behalf can appreciate what they have done for us. I think we should not only move to accept this report, but that at the same time a vote of thanks should be extended to this committee for the splendid work they have done for the shippers of the country. (Seconded by Mr. Hutchinson, and carried.)

**Mr. Goemann:** What is your pleasure regarding the continuation of work on No. 15, and on minimum loading?

**Mr. Hutchinson:** I move the committee be requested to continue their endeavors along those lines. (Seconded by Mr. Wells, and carried.)

**The President:** The next is the report of the Advisory Committee that has met from time to time during the past year with Mr. Barnes to thresh out vexed questions with reference to the grain trade. These gentlemen also have done a tremendous amount of work and at great sacrifice. Mr. Wells of Iowa will make the report.

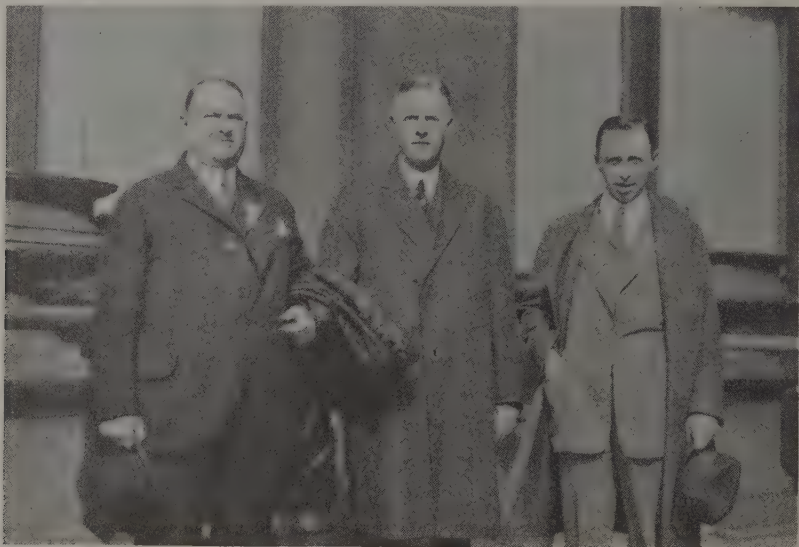
## REPORT ON CONFERENCES OF THE GRAIN TRADE ADVISORY COMMITTEE WITH THE U. S. GRAIN CORPORATION

WHEN the U. S. Grain Corporation was organized by the Food Administration to administer the provisions of the Food Control Act relating to the handling of grain, President Barnes requested that the Grain Trade appoint an Advisory Committee to meet in conference with the Grain Corporation officials in considering the problems in connection with such supervision and the regulations to be promulgated thereunder, and it was decided that this Committee be composed of 12 members to be appointed as follows, three members by the Grain Dealers National Association representing country shippers, three members by the Council of Grain Exchanges representing commission merchants, three members by the Terminal Elevator Association representing terminal elevators, two members representing the export trade and one member representing the Pacific Coast grain trade.

A. E. Reynolds of Crawfordsville, Ind., U. F. Clemmons, of Marshall, Okla., and Geo. A. Wells of Des Moines, Iowa, were appointed by the Grain Dealers National Association to represent country elevator interests.

At the general grain trade conference held at New York last June, a change was made in the personnel of the Committee representing the Grain Dealers National Association and the following gentlemen were appointed to represent the Grain Dealers National Association on the grain trade Advisory Committee, viz: L. H. Powell, Wichita, Kan., F. G. Horner, Lawrenceville, Ill., and W. N. Randels, Enid, Okla.

The Act enabling the President to carry out the wheat price guarantee made to producers of wheat of the crops 1918 and 1919 and to protect the U. S. against undue enhancement of its liabilities thereunder was finally passed by Congress February 22, 1919, and was approved by the President March 4, 1919, which Act practically extended the provisions of the Food Control Act so far as it related to the handling of wheat by the grain trade.



H. R. EMERSON, E. A. JAMES, K. P. EDWARDS

without compensation, and that it is being ordered restored on the basis that the cost is justified by the business, to be reasonably expected, and that it will retain its public character and be open to use by other shippers. By inference in these decisions, the court holds that when tracks are restored or built the company will own same and be entitled to make a reasonable charge for their use just as is the case with other property employed in the company's transportation service.

It seems to me if carrier has a right to compensation the same may be and is usually included in the rate which it is entitled to charge. Therefore, an enforced discharge of the duty to provide such facilities does not amount to taking of property without compensation merely because it is attended with some expense.

A carrier usually pursues a definite and certain course in arriving at and fixing rates for transporting every commodity, it is generally understood that due consideration is given to the amount of investment including such items as equipment, facilities employed for particular commodity transported, sidetrack investment and maintenance of same, the distance hauled, the care required to properly transport, loss and damage from every cause and all costs for which they are liable under the law as well as the cost of material and labor. This being true it is possible that the carriers shall be entitled to additional compensation for this same service and investment and that further the industry shall be compelled to furnish a part of the working capital to this public utility, simply to get service when as a matter of fact it is the unquestioned duty of this public utility to furnish adequate facilities to receive and transport all freight tendered.

It also seems to me that the railroad companies are compelled to furnish sidetrack facilities, and when they pay part or all of the expense of construc-

tion that a railroad cannot contract for exemption in whole or in part from liability for loss by fire or otherwise in derogation of its duty to the public as a common carrier; it has been held in some instances that a carrier may free itself from liability for a valuable consideration, where for instance a warehouse building located on its property may be destroyed by fire, and in a few instances this rule is made broad enough to release it from liability for fires caused by its own negligence extending beyond its property; this is by no means supported by many decisions or any well defined line of authority. It is without doubt the rule that in instances where no contracts providing for exemption exists the railroad company is liable under the common law for injuries and damages sustained in the conduct of its business. Heretofore shippers generally have attempted to secure sidetrack facilities by applying to the individual carrier serving the industry, and all sorts of contracts and agreements have been entered into and the contracting parties have not taken into consideration the duty of the carrier to the public generally to furnish adequate facilities without respect to charge or compensation from the individual shipper.

With the growth of industry and industrial centers it has become necessary in many instances to seek additional sidetrack facilities and this we claim is the duty of the carrier to furnish at its own expense in the proper conduct of its business as a public utility. We believe that the better policy to follow would be the application to state railroad commissioners seeking an order compelling the installation of sidetracks adequate to the needs of the community and its industries and after securing such an order it would be immaterial to the carrier whether the same be constructed wholly upon its own property or whether it be the extension of so-called private sidetracks and carriers would not then hesitate to extend so-called private sidetracks or refuse to build new ones, es-



When the armistice between the Allies and Germany was signed the leading minds in the grain and milling trade began to feel much concern as to what the effect would be on market values of grain and as to the plan under which the U. S. Government would carry out its guarantee to the producers.

The winter wheat crop at that time indicated that even with only a normal spring wheat crop the U. S. would produce over 1,000,000,000 bushels of wheat that would give an export surplus of over 400,000,000 bushels, which, in connection with other world conditions such as surplus stocks of wheat in Australia and Argentina, with the prospect of shipping facilities to move same seem to justify the expectation of a material reduction of the world's market wheat price level to a point much below the Government wheat price guarantee and that the grain and milling trades would be confronted with the problem of readjustment of their business to the lower level of values.

With this situation in mind, Mr. Van Dusen, chairman of the Grain Trade Advisory Committee, called a meeting of the Committee at Chicago on December 2, 1918, to discuss the general situation which was held without taking any definite action except that a resolution was unanimously adopted expressing the appreciation of the Committee to the officers of the Grain Corporation for the efficient, patriotic and self-sacrificing work that they had performed and that the Committee was strongly of the opinion that so long as it was necessary to have some Governmental machinery for carrying out the provisions of the President's proclamation of a guaranteed price for the 1919 wheat crop that the interest of all concerned could be best served by having such supervision and control handled by the present organization of the Food Administration Grain Corporation and that the Advisory Committee desired an opportunity to discuss this and other matters relating to the grain trade with the officers of the Grain Corporation as early as convenient after Mr. Barnes returned from Europe.

The anxiety in the minds of the Advisory Committee became so intense during the first days of January that Chairman Van Dusen called another conference of the Committee with representatives of the grain and milling trades at New York which conference continued for more than two weeks in a general discussion of the situation and the problems involved in formulating a plan to carry out the wheat price guarantee to the farmers by the Government.

It was the prevailing idea among the grain trade at that time that the Government would experience a loss in making good the 1919 wheat price guarantee and that some plan should be devised whereby the Government would make direct settlement with the farmers and that the law to be enacted to provide the plan of carrying out the guarantee should give specific direction in certain respects and return the wheat business back to the grain trade with open markets and future trading privileges.

During the conference a delegation consisting of Chairman Van Dusen of the Advisory Committee, A. E. Reynolds, chairman, and Geo. A. Wells, members of the Legislative Committee, were appointed to go to Washington and confer with Chairman Lever of the House Committee on Agriculture in regard to the preparation of a bill for a law to provide for the handling of the 1919 wheat crop.

The Committee found that the President had instructed Chairman Lever to prepare such a bill which was done that practically extended the provisions of the Food Control Act in carrying out the 1919 wheat price guarantee which bill became a law.

The vital question then was what agency would be designated by the President to carry out the provisions of the law and what regulations would be promulgated thereunder?

The grain trade were unanimous in expressing themselves in favor of the Grain Corporation being continued and Mr. Barnes was urged by numerous petitions from grain trade organizations as well as by many individuals in the trade to continue as the head of the Grain Corporation, and he formally accepted the appointment by the President on April 21. He immediately requested a conference with a sub-committee of five members of the Grain Trade Advisory Committee consisting of A. E. Reynolds, Crawfordsville, Ind., representing the Grain Dealers National Association, J. O. Ballard, St. Louis, Mo., E. D. McDougal, Chicago, Ill., H. F. Hall, Kansas City, Mo., and O. M. Mitchell, of New York.

The Committee made a number of suggestions to Mr. Barnes which met with his approval and some suggestions were discussed without arriving at a distinct understanding. The questions under discussion included railroad permits, buying margins for country dealers, graduated scale of advancing prices, change in the present price structure as effecting Galveston and New Orleans, compensation to terminal elevators for storage, grading of grain at terminals, etc.

When Mr. Barnes accepted the appointment as Wheat Director on April 21, he issued a statement which included the following:

Congress had made effective a national guaranteed price of wheat. In redeeming that guarantee to the producer we shall undoubtedly acquire large quantities of wheat. Its resale policy is one of great public interest. My conception is that that policy cannot be intelligently decided until the crop out-turns are more definitely known here and abroad. We shall be prepared to act on one of several alternate policies.

Congress had a clear conception of the difficulties of the coming year and delegated to the President large powers and discretion. While the national policy of resale must be decided by factors developing with season there are certain fundamentals which I conceive to be right and just and on which an operation may be based. They are these:

First: The guarantee is clearly intended for the benefit of the producer and the license power may



MRS. GEO. C. MARTIN, JR.,  
Chairman Women's Reception Committee

be used to control trade practices so as to assure the proper reflection of the guarantee price reaching all producers.

Second: In the event of surplus wheat production, domestic consumers shall not pay more for wheat than prices concurrently accepted from foreign buyers.

Third: The national treasury should be protected by the realization of a world price as far as it can be determined, and any Government policy of artificially subsidizing is unsound.

On June 10 and 11 a hearing was given by Mr. Barnes, president of the Grain Corporation, at New York to representatives of the grain and milling trades to consider plans for the handling of the 1919 wheat crop. This conference was the largest and most representative of its kind in the history of the country, nearly 400 delegates being in attendance representing all the grain exchanges, state and national, the farmers co-operative organizations, the boards of trade and grain exchanges generally, the granges and other farm organizations, the national and state millers associations and the various organizations of bakers.

The two-day hearing was given in the beautiful assembly room of the New York Chamber of Commerce, 65 Liberty Street. It was in this same room

and modifications could be made at the general conference to be held at New York June 10-11, 1919.

On June 8, a few days previous to the general conference, the Grain Trade Advisory Committee were granted a special conference by Mr. Barnes at which the various conditions of the proposed trade contracts were thoroughly considered. The Advisory Committee urged that the buying margin on wheat at country elevators should not be arbitrarily fixed but that the regulations should provide for a "reasonable" buying margin.

The Advisory Committee also expressed unanimous opposition to the provision of the tentative agreement which provided that all parcels of wheat graded lower than No. 3 Federal standards, the dealer should retain a sample properly identified for a period of 60 days after purchase.

The grain trade conference held on June 10-11 upheld the suggestions of the Grain Trade Advisory Committee and these changes were adopted by the Grain Corporation.

The grain trade conference held at New York on June 10-11 was most remarkable because of the extensive representation of the grain, milling and allied trades and the subjects that were discussed covered the whole field of their operations and included the following: General authority and obligations of the Wheat Director, licenses, advisability of addition of premiums to terminal prices, railroad problems, relation of markets, the inter-mountain territory, terminal storage of wheat, Federal supervision of grades, country buying practices, trade agreements and the appointment of a National Advisory Trade Committee.

I do not consider it necessary to discuss in this report the regulations that were subsequently promulgated by the Grain Corporation and of which the grain trade is now well informed by practical experience.

Naturally, it was to be expected that there would be more or less first thought criticism of the requirements imposed by the regulations of the Grain Corporation, the annoyance and inconvenience of making reports, but it is my own personal feeling that the grain trade has passed through the war period with a minimum amount of inconvenience and annoyance considering the emergency that existed.

I thoroughly believe that the record of the Grain Corporation as to commercial efficiency and moral integrity will show a higher standard than any other Government agency organized to meet the emergency of war conditions and that the grain trade has been most fortunate indeed in having men of integrity and grain trade experience in charge of the affairs of the Grain Corporation.

**Mr. Elkenberry:** I move the report be received and spread upon our records, and that a vote of thanks be extended to the committee for their work during the year. (Seconded by Mr. Rothschild, and carried.)

**The President:** The next is report of Telephone and Telegraph Service Committee. Mr. Jenks, the chairman, has written that he cannot be here, but he has sent his report to the Secretary, and I will ask the Secretary to read it. (Secretary reads.)

#### REPORT OF TELEPHONE AND TELEGRAPH COMMITTEE

There is really nothing to report, as it seemed impossible for this committee to accomplish anything while the telegraphs and telephones were under the



BERT A. BOYD, MRS. SMITH, MRS. BOYD AND BERT K. SMITH

that the conference was held the previous year at which conference plans for the handling of the 1918 crop were discussed.

Under date of May 29, Wheat Director Barnes published proposed tentative trade contracts between the Grain Corporation and the individual members of the various trades engaged in handling and manufacturing wheat and wheat products. These leaflets were distributed among the trade for the purpose of encouraging discussion and with the idea that alterations

management of the administration. We did make several complaints to Postmaster General Burleson, but got no satisfaction from him and as the impression seemed to be that wires would be turned back to private control, and which has been done, we dropped further agitation. We can only hope that we will get better service as soon as the corporations have got the business adjusted.

**The President:** If there are no objections, the report will be received and spread upon the records.



Now, if there is no further business to come before us at this session, the convention will stand adjourned until 9:30 tomorrow morning.

## Tuesday Morning Session

The convention was called to order by the president at 10 o'clock.

**The President:** We are all deeply concerned in the health of the President of our country just now, and I think it would be fitting if we who desire so much to see him restored to health, and who believe in Almighty God and the efficiency of prayer, would stand in silent prayer for a moment. (Convention stands.)

**The President:** May we sing a verse of "America." (Verse of "America" sung. Convention seated.)

**The President:** If there is anything we do want to do at this convention, it is to extend every courtesy possible to the newspapers of this city, but we do want to be correctly quoted. One of the city papers, quoting from my address yesterday, made a statement that is so ridiculously incorrect that it seems absurd how such a thing could come about. They state that I attacked the Interstate Commerce Commission, and suggested that it be investigated. If there is one Governmental agency this Association believes in, and always has believed in and has always supported, it is our Interstate Commerce Commission. I do not know where they got the matter they printed in their paper.

We are going to deviate a little from the printed program. I have the pleasure of introducing to you this morning one of the big packers of this country, whom every small fry politician and some newspapers have a great deal to say about. He will talk to us about the high cost of living and various other things. I want to introduce Mr. Wilson of Wilson & Company, of Chicago.

### ADDRESS OF THOMAS W. WILSON

I AM not going to make an oration, and the reason I am not will be obvious to you by the time I get through. I am just going to have a plain close-up talk with you. I am delighted to meet you men. I was not keen to come, because I am not keen to make a talk. And there was another reason, and that is, as you men will understand, the packers have been pretty busy during the past few years. But I am glad to be here and meet a class of men so representative of American industry, men who are thinking and doing things. I get a great deal of good personally out of these gatherings, and I know you do.

The president has stated that I am to talk to you about the high cost of living. I was not aware that was to be my subject, but I will start on that, although I shall probably ramble considerably before I get through.

#### Cost of Living a World Problem

The high cost of living, as I see the situation, is not a problem alone of our great country. It is a world problem. It has been my privilege during the last few months to travel over a good portion of Europe, and I found there conditions very similar on this question to what they are in this country. They have conditions there worse, of course, in many respects. As I see the situation it is summed up in this way: The entire civilized world has been at war for a number of years. Millions of men have been taken out of active productive work. They have been engaged in destructive warfare. Governments consumed their accumulated wealth, and have plunged into debt. Supplies have been purchased all over the world on a basis unheard of in the history of the world. We are here, and they are there, extravagant beyond all reason.

These men who are not made unfit for further service in productive lines, those who are alive but incapacitated, and those who have been killed, have been taken out of the field of production, and those who returned and are fit for work are to a large extent not interested in industry today. Their families carried on their work to a certain extent during the time of the activities in the war, and their families have continued to a very great extent and productive work they were doing when the men were at the front. The whole world is on an extravagant basis; it is on a great big celebration. They are celebrating the victory, and the men who have returned are celebrating the fact that they have returned and that they have left a few years of life they think they should enjoy. Their getting back into industrial and constructive work has been delayed a great deal because of the final delay in the completion of the peace treaty. I think now that we are nearing the termination of that controversy, that men will take up work with more vigor than they have up to the present time.

Those countries have a lot of money, and they are spending it. They are as extravagant as we are. Luxuries are indulged in to the limit. And that is not only in the countries of the conquerors, but it is true in the countries of the conquered. They are just as extravagant as are the people of our Allies. They have plenty of money, such as it is, and they are spending it.

I am optimistic, and I feel that conditions are

bound to change. I have faith in the saneness of the American people. I think we will get our feet on the ground, and go to producing in this country as we should, and that every man, regardless of age and condition, will do his share. I think there is a duty on each of us to do just as much as when we were called upon to conserve and be reasonable and produce during the war. And I think the time is soon coming when reasonableness and sanity will prevail in this country. I think it will come in the European countries as well, but it will be slower, and in some slower than others. But it is bound to come.

#### Profiteering and the Packing Business

There is one other important factor in the question of the high cost of living that has been very much discussed in this country recently, and to my notion very much overdone, and that is the question of profiteering. There is some profiteering, probably entirely too much. But that is not to the extent that we can blame it for the high cost of living. The campaign started by the Government, while it may bring temporary relief, I do not think will be permanent. It may weed out some of those who have been profiteering, and may put some lines on a better basis.

I should like to, if you will pardon my introducing the packing business, for a few minutes, give you the experience of the packing business in that respect.

During the war we were controlled by the Food Administration. Our profits were limited to 9 per cent on the invested capital. For the first 12 months under the control of the Food Administration the five large packers, who were put in one class by the Food Administration, and who were permitted to make 9 per cent on their invested capital, made 5.6 per cent. On their turn-over they were permitted to make 2.5 per cent, 2.5 cents on every dollar of busi-

a close affinity, a very close sympathetic relation, between the meat packers and politics. The brief industry is not the chief product of the meat packers. It is only a by-product. The chief product of the meat packers is in providing nourishment for our politicians. They are our sure and best allies. When we politicians run out of issues, whenever we grow stale, whenever our popularity begins to wane, we become the tribunes of the people and attack the meat packers. And we always count on the Federal Trade Commission to help us virtuous politicians. What the Federal Trade Commission cannot think out, we do. Checking the meat packers is a safe and popular sport, and there is no closed season for it. They have so few votes; there are so few of them, that it is utterly impossible for them to correct the multitude of inaccuracies with which we politicians feed the public. Our talk is not as hygienically inspected as to accuracy as your product is as to purity." This was an address he made to the convention of the Institute of American Meat Packers at Atlantic City about three weeks ago.

I do not want to give you too much of the packing industry, but there are a lot of things about the business I know you men are interested in. You are business men, and I think you are really cousins of the packers. You are handling the grain product. Many of you, I assume, are producers of grain, and you know that 90 per cent of the corn and 90 per cent of the oats raised in this country is fed to live stock; 50 per cent of the barley and 40 per cent of the rye is fed to live stock. Therefore your business has close relationship to the packing business and to the production of live stock.

I want at this time to compliment you and your committee who are co-operating so well in connection with the National Show, where you are giving



JUST GIVE THESE BIRDS THE ONCE OVER

Lower Row: Geo. Eichler, J. A. Streicher, J. M. Coup. Upper Row: J. Geo. R. Graham, W. W. Cummings

ness, and they made 1.6 cents. They made during the year combined on the controlled departments of their business \$40,000,000, the five larger concerns. Had they made what they were permitted to make by the Food Administration, they would have made about \$25,000,000 more than they did. There has been a great deal of talk about the packers being in combination, but I submit to you, who are business men, that if they were in combination, they probably would have made all they were permitted to make by the Government; but they made 5.6 per cent in place of 9.

To make the \$40,000,000 they did a total business of \$2,400,000,000. They had invested in the departments that were restricted \$714,000,000. Those are immense figures and difficult to comprehend. Let us take a simple example. Take the business of any of the men in this room, and let us assume you did during that year a business of \$100,000. On the basis that we earned, you would have made \$1,600. Let us assume you had invested in your business \$100,000, you would have made during the entire year \$5,600, and I submit that is not excessive, and I do not believe anybody would feel that he was profiteering if he had made \$5,600 during the year on his investment of \$100,000. Of course, that is talking of our experience ending last October.

The talk of profiteering, one might say, has reference to the present or to the period since the signing of the armistice. I will say to you men here, as the representative of one of the packing concerns, and I think I know nearly the experience of the others from my own experience, that we will make a lot less this year in our business than we did last year. If that is so, and we made only 1.6 per cent on our turn-over last year, or 5.6 per cent on our investment last year, there isn't much chance to attach the claim of profiteering to the packing business.

That leads us to the question as to why all these attacks on the packing business, if that statement is correct. That is a problem. I think I can best express my feeling by quoting the words of Ex-Governor Stokes of New Jersey, in an address he made within the past three or four weeks: "Now there is

such splendid prizes and doing so much to bring closer together those two elements, the producer of live stock and the producer of grain. I think that is timely and appropriate.

#### Things Not in the Federal Trade Reports

I want to discuss a little further with you the workings of the packing business, because there are things I will say to you that you won't read in the Federal Trade Report, and scarcely ever in the newspapers, because they are things that are favorable to the packing industry, and I think you are broad enough and big enough to realize that there should be and must be in this country closer affiliation between the different industries of the country. I am strong for industrial co-operation, for team work among the industries of this country. I think we are waking up to the necessity for it, and I think the time will come soon when you will be deeply interested in the problems of the packers, bankers, railroads, and the producers of all sorts of stuff in this country, the steel concerns and all, and they will be interested in your problems. The time is fast approaching when, if we are to go on and maintain our trade supremacy, we must do teamwork.

I would like to mention here one or two things you will not find in the Federal Trade Reports. I want to mention the accomplishments of the meat packing industry and the producers of live stock, because we couldn't operate without them any more than they could operate without us. Germany built up the greatest military machine in the world, but they overlooked one thing. They overlooked the fact that there had been developed in this country that was capable of feeding an immense army of men 3,000 miles away from its base, something the world never accomplished before. But when we stop to realize that this country not only fed its own army in foreign lands, an army of millions of men, but helped materially to feed the armies of our Allies, you will realize the development of the industries that accomplished that. You men are directly interested in that, because the feeding of the grain was vital also.

In February, 1918, when our country was snow-



bound from coast to coast, and it was almost impossible at that time to move products over the railroads, I, as chairman of the Packers' Committee, in co-operation with the Food Administration, was called on long distance on one Wednesday afternoon, and, not requested, but given orders to have rolling the following week to the seaboard 60,000,000 pounds of perishable product. That is not all. On top of that I had orders to have rolling the following week 70,000,000 pounds of perishable product.

I was told at that time over the telephone that the situation in Europe was critical, that unless food was gotten there, our Allies and we were defeated; that nothing should be spared to accomplish that undertaking. They realized and stated that it was almost an impossible thing to do, but it had to be done, and I want to say it was done, and that no organization less efficient than the organization of the packers at that time and today could have accomplished it. You heard nothing about it, there was no grumbling, no breaking down. The feat was accomplished, and I want to say, in answer to one of the clauses of the Hendricks and Kenyon Bills, where they are advocating the taking away of the refrigerator cars from the larger packers, that had that condition existed at that time, that feat could not have been accomplished.

#### An "Impossible" Program Carried Out

In order that I may not overstate it in my enthusiasm, I want to give you the words of the Government itself in connection with that undertaking. This is a statement made by Stephen Chase of the United States Food Administration in a bulletin recently issued. In connection with other things, he says: "In February, 1918, extremely urgent demands were made by the Allies for pork shipments to meet the immediate absolute needs. In fact, the further prosecution of the war was shown to be directly dependent on the immediate meat and wheat supplies sent to them. At that time a program was worked out in detail, calling for 300,000,000 pounds of pork products per month for the following three months." Those are immense figures, gentlemen. That was 300,000,000 pounds in one month of perishable product that had to be handled properly. "It was an undertaking that many people considered entirely impossible, but the program was carried out." And I will say to you that the packers, large and small, did their duty at that time, and they put to the seaboard 300,000,000 pounds of perishable products during the month of February, the same during March and the same during April. And I say again that no organization less efficient than the packing organization at that time and today could have accomplished it.

Those two bills, gentlemen, are similar. They are different only in detail of operation, but the important points of the two are: First, the licensing of the packing industry; the elimination of packer ownership in stockyards; the taking away of the packers' cars. Those are the important points. Briefly, the ownership of the packing people in the stockyards is not, from my standpoint at least, vital. If that ownership is not helpful to the producers of the country, then I would say take it away from the packers. Let them dispose of it. Personally, I believe it is helpful. I believe that the ownership of those yards by some of the packers is more efficient than if we inject the politicians into it. My position on that is that the point should be thoroughly investigated, that it should be determined without question of doubt, whether it is of benefit or not to the producers, and if found not to be a benefit, I think there will be little opposition on the part of the packers to disposing of their interests.

The question of the cars I think I have answered. There is no question but that the car situation should remain as it is. There is no question but that the refrigerator car is as much a part of the equipment of the packer as the knife in the butcher's hand. We cannot operate and buy the product of the producers unless we are sure of our facilities to move that product when it is ready to be moved.

#### Opposed to Licensing

The question of the licensing is a different proposition. I am unalterably opposed to that. I think any men in business today who have had business experience will be opposed to it. That is a problem that touches not only the packers, but every industry in the country. If that principle is adopted in this country by our Government, the principle of supervision and licensing of all businesses will soon follow. It will not remain with the packers alone, but will extend to all big business in the country.

The experience of industry in this country since this country has been in existence, since we have operated under our wonderful Constitution during the past 130 years, contains nothing that would justify interfering on the part of the state with individual initiative. And when the time comes that it is interfered with, this property of this country is in danger. During the 130 years we have operated under our Constitution we have driven forward, unhampered individually, unobstructed, and we have accomplished more than any other country in the world. We stand head and shoulder over any other country in the world industrially, and we have done that because the individual initiative has been unhampered.

The reward has been there for the efforts of the individual. We have but to look back over the ex-

perience of these 130 years to realize the accomplishments of this great country, all of which were the results of the brain of the individual. Compare them with the accomplishments of the other countries, and it doesn't require any argument to demonstrate that we have absolutely outclassed them.

You can take all of the important inventions during the past 130 years, the steam engine, the telegraph, the telephone, the submarine, the sewing machine, the threshing machine, all of the latest improvements in the steel industry, all the fruits of the brain of



C. W. ADAMS, OMAHA, NEB.

American individuality. Where is there a country in the world that can compare with us in that respect? Where is there a country in the world that has produced the men with the mentality this country has produced. I say nowhere, maybe here and there one, but not the scores and scores of men such as have been produced in this country, and produced solely through the opportunities they have had of exercising their individuality and developing it, and knowing they were not going to be hampered by the state or Government, and knowing they were going to be rewarded for their accomplishments.

#### Individual Initiative Necessary

I think the recent war demonstrates that fact clearly. It needs little argument. Germany did develop the most wonderful fighting machine in the world, but they did it through the pressure of the state. It cramped the mentality of every man; it made unthink-



HORACE COOK, C. A. ROSS, R. W. CARDER

ing machines of them. One of our best examples of this sort of thing is the individual accomplishments of the American boys when they went up against them.

Take Sergeant York down there in Tennessee. You are all familiar with what he did. Take his accomplishment in single-hand reaping in more men than are in this room this morning, single-handed, but with that force and power and mentality that enabled him to do the right thing at the right time. It wasn't necessary for him to wait for orders. He had the brains, cultivated in him in the mountains of Tennessee, he had been educated to act for himself and do the right thing at the right time. Those Germans thought he had a thousand men, but he hadn't;

he was all alone. That is one sample of thousands and thousands of the exploits of our boys over there. And, I say, gentlemen, we were able not only as individuals, but we were able, when the occasion required it, to do the teamwork and co-operative work that made it possible for us to go against that wonderful fighting machine and destroy it.

That has been the experience of the Anglo-Saxon civilization. They fought for years to shake off the shackles of the crown, for the privilege to barter and trade among themselves without paying homage to the barons, and from the time that was accomplished they made strides forward. And I say, gentlemen, that there is no question in my mind but that if we permit the ideas that are being presented, coming from the brains of men who are not practical, coming from the radicals, the Bolsheviks, the inexperienced, if we permit those men with those theories to lay hands upon the foundation of this country, the foundations upon which the country has been built during the 130 years of activities since the formation of our Constitution, that wonderful Constitution that made it possible to serve the few people it had to serve at that time when it was drafted, and made it possible to serve today the 100,000,000 people in peace as it served us in war, that Constitution that made it possible for us to have 22,000,000 investors in Liberty Bonds, that Constitution that has gone through all these 130 years with but four changes up to the time of the eighteenth amendment; I say, Gentlemen, we should think deeply before we permit any idea to prevail that would change the operation of that great document. And I feel it deeply that when we concede do that, we have sacrificed our individuality and the prosperity of our country.

Our educational institutions and our industries are far above those of the foreign lands, but as a crowning glory to it all we have under that wonderful Constitution 20,000,000 boys and girls mustered in the public schools under the American flag. It is our duty to defend that unless we can clearly be shown, after clear and sane thought—and we are not all thinking sanely today the world is in a feverish state and our people are in a feverish state, and we should not be rushed off our feet; and if we can steady ourselves, this thing will shape itself, and we are bound to go on with a Government of the people for the people that shall not perish from this earth. I thank you.

**Mr. Eikenberry:** Every member of this Association, whether present or absent, should appreciate the honor conferred upon the Association by its selection by the packers to transmit this striking and impressive message to the public, and those of us present are indebted to Mr. Wilson for his sacrifice of time and energy in coming here to talk to us. I move that by rising the convention express that appreciation. (Seconded by Mr. Booth and unanimously carried.)

**The President:** This Association is an international as well as a national one. We have something over 50 members in our sister nation to the north, Canada. Montreal alone has about 15 members, and Winnipeg is about the fourth largest grain exchange on this continent. We are fortunate in having with us this morning Dr. McGill, secretary of the Winnipeg Exchange, who will just give us a word as Canada's representative.

**Dr. McGill:** When we received your kind invitation to send delegates, our Association asked Mr. Botterell and myself to come down here, not to give any exhibitions of our eloquence, but to convey the greetings of the grain trade of Canada to the grain trade represented at this convention here. For a number of years you have been good enough to invite Winnipeg to send delegates to your conventions. Our war experiences were such that for the last five years we haven't sent delegates anywhere, but now that the war is over, now also that we realize how very closely we are associated with this wonderful nation of yours, and after all of the experiences of the last five years, we thought that since you were good enough to invite us to come down, we ought to send delegates here to convey our very best wishes and greetings.

Commercially, Canada and the United States are very closely associated. There is a great deal of American capital north of the boundary line. There are a great many Americans settled on prairie land, a great many of the associations, from the associations of laborers up to those of great financiers work on both sides of the boundary line. So far as the grain industry is concerned, there is a large amount of American capital in our Canadian grain industry. There are a great many able American brains operating in grain north of the line, and we feel that in all these ways and in others we are very closely associated with this country of yours. Indeed, after listening to the fine address to which we have all listened with such interest this morning, and after hearing of the accomplishments of one of the major American industries, even a Canadian, like myself, cannot help feeling something of enthusiasm and of pride in the fact that the great nation with which we are so closely associated has been so successful, has taken such a mighty place amongst the leaders of humanity, and sometimes one cannot help feeling that if one were not a Canadian, one would rather be an American than anything else.

At this point particularly in this period of reconstruction we feel we are not altogether strangers.



When you speak of your agitators and of the social unrest, we cannot help thinking we have heard of things quite similar, almost identical, north of the boundary line. And when we hear of your ideals for the future development of this country, we cannot help thinking that whether you realize it or not, you are standing on ideals of wider sweep than this country; you are trying to express the ideals that are the ideals of humanity, and we feel as much enthusiasm as do you, and should be delighted to assist you in carrying them out, and we hope you will not altogether be jealous or annoyed if we carry something of your expressions of these ideals back to our own people and tell them that in our opinion the great controversy is the same, the great ideal should be the same, and there should be an ever-growing friendship and co-operation between Canada and the United States.

**The President:** The next number on our program is one of the most important committee reports we are to have, and that is report of the Committee on Legislation. I will now ask Mr. Reynolds to report.

**Mr. Reynolds:** Before I read my reports I want to request the secretary to read a communication which came to me to be delivered to this Association. I was asked by the president a few weeks ago to invite Ogden Armour to make an address at this convention. He very firmly asked to be excused on the ground that he had never in his life made a public speech. He said that before he had said 20 words, his tongue would freeze to the roof of his mouth, and he would be made a spectacle of. I then asked him to write a letter on pending legislation, which I had hoped to embody in my report. It did not arrive until Saturday evening, however, and I was unable to get it into my report, but I think it appropriate to have the secretary read the communication from Mr. Armour, which, together with Mr. Wilson's splendid address, may constitute to the public a most interesting part of this convention.

(Secretary reads letter and paper of Mr. Armour.)

#### LETTER OF J. OGDEN ARMOUR

OUT of such meetings as you are holding here will come the inspiration and co-operation between men and groups of men which will carry our country past post-war problems as important and as trying as were the problems incident to a triumphant war against autocracy. I feel flattered that you should want to hear from me at a time like this and in assigning to me the subject of pending legislation—its intents and effects—you give me opportunity to discuss a matter of tremendous import.

There is at this time a too general disposition to depend upon new legislation to solve economic problems. Business men such as you must recognize the fallacy of such procedure and must lead, not only in acquainting the nation with the impotence of political remedies for economic ills, but also in discovery and application of the real remedies.

#### Inter-Dependence of Men and Industries

Also there must come a wider realization of the inter-relation and inter-dependence of men and industries which at first glance may not seem closely allied. A law designed to gore one man's ox may cripple some other oxen whose owners did not know that they were affected. In considering legislation growing out of national readjustment conditions, it is important that businessmen everywhere and in every line pay close attention so that business welfare and public welfare—which are one and the same—shall be safeguarded.

In viewing our reconstruction period I sometimes marvel that we are as well off as we are. After a great war and a world upheaval, surpassing all precedents and transcending all previous experiences, to find ourselves with an abundance of vigor ready to do and dare almost anything, is surely a Twentieth Century phenomenon. Several panics in our history have caused more acute distress than the aftermath of a world-war. We have had ample demonstration of the recuperative powers of a great and vital nation.

Even our unrest, I must believe, is to no inconsiderable extent the outgrowth of our vigor rather than a squirming under hard conditions. Men are struggling not for existence to much as they are struggling for fuller life.

Under such circumstances I cannot ally myself with alarmists, or feel that the philosophies and revolutions which develop out of hunger and despair are ever going to lay their grip on America.

Yet I know that the American people are not worrying—they are pondering uneasily over the high cost of living. I confess I have done some worrying myself. There are limits to the comfort that one can obtain from selling high-priced meat. I am glad that I have no dictatorial powers over prices. I should tremble at the responsibility. It is bad enough to be suspected of having such powers, but actually having it would be infinitely worse.

I do not want any man to have dictatorial powers over the price of meat—not even a duly authorized agent of the Government. I do not want to see any man have dictatorial powers over any commodities; for when prices cease to be made by the democratic forces of supply, demand and competition, our real troubles will have just begun.

But, I say that the American people are uneasy over the high cost of living. Manufacturers, mer-

chants and the public at large have felt it in one way or another as a weighty and serious problem; and there is a general sentiment that something ought to be done.

Well, if something ought to be done, let us do it. But let us be cautious of the means and methods, and be sure that we are on the right track. In the feverishness of our anxiety and that ready-to-do-and-dare vigor, and the more than willingness to try new experiments, we are treading near to dangerous grounds.

Sometimes I receive letters from the cattle-producing districts on the subject of the Kenyon Bill. I am glad to say that most of the cattle men are with us in believing that the bill would be bad for them, as well as bad for us, and bad for everybody in the country. But occasionally, I receive letters like one that came the other day from a stock raiser in the West who expressed himself somewhat as follows: "Mr. Armour, I don't know much about the Kenyon Bill, but I think you packers ought to have something done to you, and if this bill is going to do something to you, I am for it."

#### Too Much General Suspicion

I fear that this is too much the guiding and impelling motive behind many of the legislative attempts to relieve the high cost of living. Something must be done, and almost anything is good enough so long as it is done, and done to somebody. I have met not a few housewives who feel convinced that something ought to be done to their grocerymen. Some city folks think something ought to be done to the farmer; and some farmers think all middlemen of every type are robbers. We are all suspicions of each other, and looking each other over to see who is the villain.

Coupled with this desire to find the guilty persons, is an unusually augmented faith in Governmental agencies and legislation as means of alleviating the situation.

I am not here to raise my voice against any constructive steps, whatever they may be; but I must



ILLINOIS AND INDIANA  
G. M. Dusenberry, Carl D. Menzie, Lew Hill

protest most vigorously against this policy of assault against the integrity of American business, fostered as it is by political influences, and wide-spread newspaper publicity, and resulting in a misleading of the public mind into channels that conduct to no solution of our problems, but rather to ill-will, confusion and disaster.

Equally must I protest against the substitution of legislation for the laws of economic relationships. Each have their functions, the one should not encroach upon the domain of the other. We are face to face in this country, with the problem of determining the true functions of Government and legislation, and the true function of economic forces. I do not, for a moment, believe that the one can be substituted for the other, yet I am forced to think that certain proposed legislation is extra-Governmental. I have no words of criticism for the extraordinary functions exercised by our Government during the war, when any steps that served the immediate and main purpose were justified.

#### War Functioning Not Good for Peace Times

But I do not believe that war-functioning is good for peace times. We have had some complications growing out of our war-time functioning that have taught us the inequalities and inefficiencies of government operating outside its normal domain. Insofar as we have entailed upon ourselves certain obligations, we must live up to them, and in making the transition back to a peace time basis, we must be careful to cause as little injustice as possible, but there is no reason why we should go on making new complications.

I do not believe that licensing the packers is the magic remedy we need to solve the high cost of living problem. Such licensing of one phase of the nation's industry would most certainly lead to licensing of other phases—including the grain dealers, you gentlemen—among the others. I do not believe that licensing business, in general, is the way to settle the high cost of living problem. I have no faith whatever in a system of bureaucratic administration of business.

I consider it un-American and potent with disastrous consequences. I do not believe that any man in all of this broad land should be endowed, by law, with the prerogative of arbitrarily interfering in any degree whatsoever, either directly or remotely, with the natural operations of supply and demand, competition and price. I am heartily against the mingling of politics with business administration and consider that such an arrangement would accomplish no good at all, but would reduce efficiency and be rank with the seeds of corruption.

**Mr. Reynolds:** I move the thanks of this convention be extended to J. Ogden Armour for his very able paper. (Seconded by Mr. Metcalf, and carried.)

#### REPORT OF COMMITTEE ON LEGISLATION

I FIND myself in a maze of doubt as to what and how to report on legislative matters at the present critical moment.

Our legislative anchors are dragging; our compass is unboxed and business is adrift on a stormy sea. We have not whereon to lay our heads nor wherein to place our business trust.

War has swept the world. Business seems to be forgotten and left among the sweepings. The peace that has come to us so far leaves us struggling through chaos. This is a new business world in which we live. Past commercial experience counts for nothing. It is more apt to be misleading than beneficial.

During the past two years Congress has been kept busy with war emergency measures. Your Legislative Committee has had little to do with constructive legislation. We, however, have been fully occupied in looking after Government war regulations affecting the grain business. A great deal of attention has been given to margins of profit allowable for handling grain, flour and foodstuffs. The Government's anxiety lest the trade exact an undue profit has been unwarranted. The relation of the grain trade to the Grain Corporation is to be reported on by a member of the present Advisory Board. In general, I think the grain business has passed through the crucial period with as little hindrance as could have been expected. The big problem now is to get the hands of the Government off of us as soon as possible.

Business is struggling manfully to extricate itself from the dilemmas into which war conditions have plunged it. So long as it is fettered by undue and unnecessary Governmental regulations, just so long will it fail to make progress. The majority of the old laws are inapplicable to present conditions. Proposed new laws seem to threaten worse things rather than better. The law makers must have pointed out to them the weaknesses and dangers in proposed legislation. I find them in a receptive mood.

#### Havoc in Business

The business havoc wrought in France and Belgium is only a little more apparent there than that brought about in all civilized countries. The United States did not witness a single battle within her confines, and yet our business, civic and political institutions, are rife to their very centers.

We are again fighting battles—civic battles to determine: "Whether a Nation, conceived in Liberty and dedicated to the proposition that all men are created equal, can endure." There seems to be even more doubt about it now than when Lincoln uttered these memorable words at Gettysburg nearly 60 years ago. The conflict may not seem as deadly as that of '61-'65 but it is only a little less sanguinary and has involved questions of even greater moment. It behooves us to take an inventory of affairs, and learn, in common parlance: "Where we are at."

In the present transition from war to peace, the American people are, in my opinion, better off than they had any just reason to expect to be, but the chief difficulty is that they have not been brought to a realization of this fact. Education of the masses to a realization of present unprecedented favorable conditions under which they live becomes a paramount public duty. The interference of the Government in every line of human activity has destroyed the morale of our people.

The spirit of self-help is obliterated and total dependence of each individual is being cast upon the Government.

A few years ago Senator Townsend, then a member of the House, at a committee hearing, made the following remark: "I warn you that within the next 10 years the United States Government will attempt to fix rules for house cleaning and spanking the baby." A truer prophecy was never uttered. Not only has the Government tried to fix laws and rules to control all activities, but in a large measure it has succeeded in doing so. A careful survey of conditions will reveal the fact that the Government has made heavy encroachments on our civil and individual liberties, notwithstanding the fact that we have just fought and won a war for the safety of Democracy.

Further encroachment of the Government on business cannot be reconciled with the principles for which the war was fought.

The only possible compensation that can come from the war is a betterment of humanity. Our chief concern should be the betterment of the people of the United States primarily and the rest of the world as a secondary consideration. The missionary spirit to go out into the world and teach the gospel of our good political institutions to all the people of the



world may be commendable, but all such missionary spirit and talent at our command can be quite profitably spent at home during the next decade or two. If the opportunity to better the people is not grasped now, then the war has left only an unspeakable heritage of suffering and woe. We want to be up and doing now to grasp the opportunities presented by existing conditions in order to bring home to our people the realization that this is the best country in the world and that the loyal support of its institution is a paramount duty—that disloyalty to these institutions will be visited by dire consequences.

What is our part in the strife now waging?

#### The Grain Trades Part in the War

The American grain trade has gone through the war, played its part and come out clean. As far as my knowledge goes, there has not been a single charge of disloyalty or profiteering lodged against a member of the grain trade.

In many instances the business has suffered financially. The trade has borne hardships unflinchingly. The commodities handled by the grain industry constitute such a vital part of the food of the people that we have been constantly in the limelight through the entire agitation on the high cost of living. We have come through it all with a clean escutcheon.

I conceive it our duty to strive on. We must not be content to rest on the laurels already won. There is a great part for us to play in the reorganization now beginning. We must watch with jealous eyes our own interests, keeping in mind the motto: "Not for self but for all."

Conditions brought about by the war have made many of our laws useless in meeting new conditions.

A large part of the past achievements of the grain trade in legislative fields lies in ashes before us, but out of these ashes, Phoenix-like, we shall build a new legislative structure far superior to the old.

Of all our legislative achievements of the past, there remain only two acts which may serve as monuments to our efforts—The Grain Grades Act and the Pomerene Bill of Lading Measure.

#### The Grain Grades Act

The Government has made creditable progress in promulgating grain grades and establishing rules for enforcement of the Grain Grades Act. There are those who have called into question the usefulness of this measure. I am thoroughly convinced that a careful study of the present situation, as compared with conditions before the enactment of this measure, will show the great benefits being derived from it.

Uniform grades throughout the country have cleared up a vast amount of guess-work with which the trade formerly had to contend. Errors in the application of these rules are occurring, and will always occur as long as human judgment is fallible. The rules and methods of applying this law will be improved upon as the experience of the trade and Government officials enables them to detect the weaknesses.

I am sure the trade does not desire to return to the old days of multiplicity of grades. I earnestly urge that we do all we can to assist the Government in applying the Grain Grades Act to the fair, honest, uniform inspection and grading of grain.

My observation is that there is a great deal of extravagance and unnecessary expense in the conduct of the supervision offices. It is the duty of the grain trade to assist the Government in bringing about reasonable economies in the conduct of these offices.

The United States is notoriously the poorest conducted business institution in the world.

#### The Pomerene Act

This measure has remained practically inoperative during the Government control of transportation lines.

It has within it the essence of great merit.

This measure will come into its own when the transportation lines are again on a normal basis, and under the control of the Interstate Commerce Commission.

The bill needs some radical amendments to cover inherent weaknesses and to make it applicable to conditions.

There are certain phases of the Bill of Lading controversy and the Loss and Shrinkage in Transit question which I intentionally refrain from mentioning, as they have been most ably handled during the past year by Mr. Goemann, chairman of the Transportation Committee.

#### Future Trading

At the moment the agitation against future trading seems to have subsided. It is liable to break out anew at any time. The result of all past turmoil on this subject is nothing. Some war-time regulations have been imposed. These were, in all probability, necessary to curb wild speculation during war times. It is really surprising that the combined brains of the grain trade have not evolved some scheme for permanent regulation of wild-cat grain speculation, which would not restrict necessary future trading operations.

Everybody agrees that curbing unwarranted grain gambling is desirable. All alike agree that the grain business cannot function properly without future trading. Let us hope that some one will evolve a plan by which future trading may be continued, and baneful speculation eliminated. The matter is sure to bob up again in the near future. I urge everyone,

who has a constructive idea on this subject, to present it, so we may be ready when the fight on future trading is resumed.

#### Railroad Legislation

Our Transportation Committee will doubtless give you something on this subject, but I cannot refrain from brief comments.

In common with business interests in general, I think the grain trade has had enough of Government operation of public utilities.

We are ready for the return of the roads to their owners; for the re-establishment of sensible traffic regulations; for a rehabilitation of transportation so that it may meet the growing demands of business. Without this rejuvenation, prosperity will be stifled and growth of business impossible. Of the means to accomplish all of this, the layman may be in doubt, but of the results desired, business is of one accord.

The interests of the grain trade are so closely interwoven with transportation that we cannot allow legislation on transportation to go forward without a careful scrutiny of its effect on grain interests.

Legislation on the two subjects must go hand in hand. I advise the most careful and painstaking study of every law proposed to control and operate railroads to determine how it will affect the grain business. It is a big subject and calls for, and deserves the attention of the best talent in the grain trade.

#### General Legislation

The trend of future legislation is very clearly reflected in bills now before Congress, some of which



A. E. REYNOLDS  
Chairman Legislation Committee

may be passed even before this report is presented to the convention.

#### Senate Bill No. 810

I must pay my most condemnatory respects to this commerce-wrecking measure.

In brief, it proposes to establish county co-operative marketing incorporations to handle all farm products. Its aim, of course, is to eliminate all present middlemen and create a new agency to handle all food products. This new agency is to be fostered and supported by the Government at Government expense.

The first appropriation for administration is to be \$24,000,000 with provisions for loaning these organizations, by the Government, \$100,000,000 more.

The measure is so ridiculous and preposterous that it seems impossible to pass it. But is it? I think every opposition possible should be marshalled against this measure. Up to date, we have had no opportunity to be heard on it.

#### House Bill No. 8342

By Mr. Haugen

This Bill aims to promote agriculture by preventing the adulteration and misbranding of commercial feeds. Quite a little opposition has developed against it. I cannot wholly concur in this opposition. The Bill, in my judgment, provides a somewhat cumbersome method of arriving at the results desired, but its general tenor is fair.

The practice of putting into manufactured feeds wholly worthless materials is unjust, and unfair, and unworthy of the support of the grain trade.

The buyer of commercial feeds has a right to know what he is buying, and to expect a fair and just return for his money. When a material worthless as a feed is so disguised in the process of manufacture as to make its detection difficult or impossible except by chemical analysis, a fraud is evidently being practiced. I feel sure that the Grain Dealers National Association cannot and does not want to lend itself to the aid of perpetrating any fraud.

I hold that the system of tagging all food and

foodstuffs, giving the exact composition, is fair and right, and in the end must prevail. The uninformed public must know what it is buying, and it is up to the manufacturers to show it. I do think this Bill could be made more simple and more easily workable. I feel sure Mr. Haugen would welcome suggestions of that character, but I trust and hope that no material opposition to the principles involved in the Bill will develop in this Association. I solicit suggestions as to desirable changes in the measure.

We are not seeking further regulations, but when regulations are glaringly necessary, I deem it a privilege and a duty to endeavor to have such regulations as reasonable and practicable as possible.

This Bill is expected to pass before Congress adjourns.

#### House Bill No. 8624

Also by Mr. Haugen

This Bill provides an amendment to the Bill passed August 10, 1917, providing for control and distribution of food products and fuel.

The provisions, in my judgment, are excellent. It, however, exempts the producer from the operation of the measure. This is a species of class legislation which deserves our strongest condemnation. If it is desirable to conserve food and control waste, it is just as desirable for the producer to exercise such conservation as for any other class to do so.

This kind of legislation has found its chief impetus in the administration from year to year endorsing the Civil Sundry Appropriation Measure, with the provision therein, prohibiting any money so appropriated being used for the prosecution of farmer or labor organizations for violating the provisions of the Sherman Anti-Trust Law.

I think the Sherman Law has long outlived its usefulness and ought to be wiped out, but so long as it is in force, there should be no discrimination in its execution. If Bill No. 8624 did not contain the exception cited, it should receive our hearty support.

This Bill with a lengthy amendment controlling rent conditions in the District of Columbia is now in conference and will doubtless become a law very soon.

The provisions of this Bill would become inoperative as soon as the President relinquishes the control of food as a war measure.

#### The Cummings Bill

or the Railroad Control Bill, will probably be treated by our Transportation Committee, but I feel constrained to mention it briefly since it is of vast importance.

We certainly must all agree with the provisions in this Bill, which returns the roads to their owners under certain Governmental restrictions and regulations.

In all fairness, we must agree that the owners as provided in the Bill, should have fair remuneration on their investment. The Bill provides that rates are to be controlled by the Interstate Commerce Commission, and are to be adequate to provide fair returns on capital invested. Proper recognition is given to labor. The most advanced step taken in this measure is the prohibiting of the labor strike. Personally I heartily endorse this feature.

The strike has been an invaluable weapon in the hands of organized labor to bring about better wages and working conditions, but now that wages and conditions are to be largely controlled by the Government, the weapon is no longer needed.

I hope and believe that the death knell of the American labor strike is now sounding. It may take years to entirely supplant it, but it will be done. It is wholly undemocratic; it is revolutionary in tendency; in practice it has fostered all the vicious elements of anarchy and mob rule. The American public is no longer in sympathy with the labor strike. It must go and God speed the day.

In general, the Cummings Bill for the return of the railroads to private ownership, together with his other bill for quickly restoring to the Interstate Commerce Commission all of its pre-war powers, both meet the hearty approval of the business interests of the country.

This measure and the Treaty are the most important matters before Congress and will occupy the center of the legislative stage for many weeks to come.

#### The Kenyon Bill

Senate Bill No. 2202, known as the Kenyon Bill, aims to put the packers under Government control.

It is to be condemned on the broad principle that further interference of business by the Government is unwarranted and dangerous.

There are many other bills of greater or less importance. There will be more coming all the time. These will require careful attention.

In this connection, I wish to speak of a suggestion that has come to me with regard to legislative activities in Washington.

It has been suggested that it would be a very good thing for the Grain Dealers National Association to establish in Washington a permanent bureau to look after legislation. I do not favor such a move and hope that it will not be favorably considered.

I am very proud of the record that the Grain Dealers National Association has made in connection with legislative matters in Washington. They have a standing there that is the envy of all other organizations who look after legislative matters. This



reputation has been gained chiefly because we have avoided making ourselves obnoxious to the various committees and members of Congress. We have only interested ourselves in matters of vital importance. It has been my observation that the organizations that have kept paid lobbyists in Washington make themselves so obnoxious that they are ignored. I know that we have been asked by committees and Government officials to come to Washington scores of times for consultation on legislative matters, whereas other organizations having representatives located in Washington have been totally ignored. I most earnestly hope that no movement will be inaugurated for establishing in Washington a legislative representation permanently, or for joining any other organization in so doing.

## Government Regulation of the High Cost of Living

I cannot refrain from touching on the greatest economic question that has ever confronted the Republic. It is worn threadbare, but it will not down. Pages have been written on the high cost of living. I do not hope to present anything new, but merely to direct thought toward a few potent factors.

The Government seems to have determined that the high cost of living is chargeable to hoarding, avarice and cupidity, and is now lending itself to exploiting its theory. In my judgment, the present Government investigation is all political buncombe. It will probably result in fooling part of the people for a time, but in the end it cannot result in any lasting good. Everything is now being sold at as high prices as the seller can obtain. Supplies have always been sold for as much as they would bring. There must be reasons, therefore, outside of avarice, cupidity and hoarding to account for the high prices now prevailing. If we charge the present high prices to avarice and cupidity alone, we then must conclude that monopoly has been substituted for competitive conditions—otherwise, competition would regulate prices. The facts are that there is less monopoly now than in pre-war times. Even if the Government succeeds in proving monopoly against the packers, that will not prove it against other business. Avarice, cupidity, hoarding and monopoly are not the basic causes of high prices.

The present action of the Government in forcing ordinary surplus stocks of food on the market doubtless will lower prices temporarily, but what of the future when these stocks are exhausted, and we must adopt a hand-to-mouth method of supplying food?

Large visible supplies of foodstuffs, or, in other words, hoarded supplies, have always been and always will be a menace to advancing prices. No stocks, or very limited stocks of supplies, have always given great impetus to advancing prices. Just what will happen if our Government succeeds in distributing all supplies of food stored up for future rainy days, and prevents such storing in the future, remains to be seen. Personally I look on the situation with some trepidation.

The laws of supply and demand cannot be ruth-

The remedy then must lie in the correction of some or all of these causes.

It is certainly to be hoped that the demand for the products of American industries will not materially diminish, at least not to the extent of giving us a large surplus. Over-production is one of the most dangerous elements that can overtake our commercial industries.

The bringing about of economies is wholly in the hands of the consumer. These economies are not likely to be established on advancing wages or at the high crest of prosperity.

It is, therefore, apparent that in order to reduce the high cost of living, the only available means is to increase production and reduce its cost. Chief among the ways this can be done are

(a) Reduced wages.

(b) Labor must produce more for wages now paid.

The first of these as a general course to be employed cannot be undertaken now, and it is to be hoped that such economic adjustment can be perfected that no reduction in wages will be necessary.

The second method is wholly possible, feasible, reasonable and can be accomplished if the individual will do his part fairly and religiously.

In the crafts, on the railroads, in commercial houses and on the farm, men who work for wages are expending less than 50 per cent of the energy they did 20 years ago and for this expenditure of energy, they are demanding a wage that will enable them to lay aside all economies, live in homes of luxury, drive automobiles and educate their children at colleges and universities. I do not decry the ambition to so live, but I do believe that our political and economic institutions demand reasonable effort on the part of labor to give fair return for wages being received. Further, I believe that when labor comes to realize that it owes to its country and to its fellowman a reasonable amount of service and fair, honest effort to give full return for the wages received, the individual laborer will fare vastly better and the high cost of living problem will disappear. I do not believe that this can be brought about by an eight-hour day, much less by the six-hour day now being demanded. I am certain that an eight-hour day on the farm will never give full production.

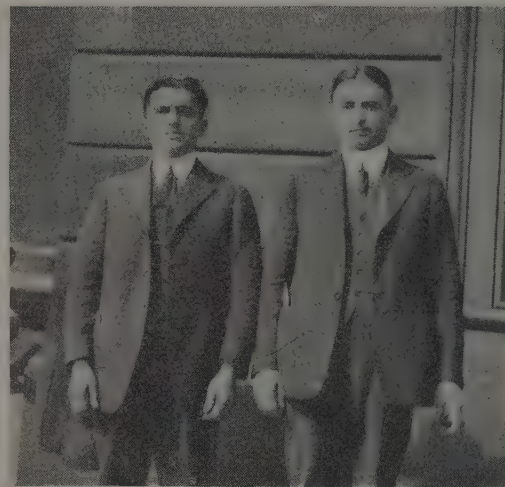
## Hours of Labor

I can see no reason why a few selected millions of our people should be enabled to live in luxury on eight hours of half-expended effort while 90,000,000 of them must work 10 to 14 hours daily for only the same kind of living. If everything in the United States should be put on the eight-hour system, and strictly enforced, the cost of living would be doubled in a month. If the labor organizations now demanding six-hour days are to win out, then we must look for a material increase in the cost of living.

If labor is to have any further reduction in hours of employment, or any further increase in wages, one of two things must happen. Either the old Bible

to be done than can be done by the eight-hour day, since the cost of living is so high, and since vastly more production is necessary, why not increase the length of the day, pay a corresponding increase in wages to meet the high cost of living and also meet the demand for increased production?

Ten hours a day of honest labor never injured any man, or stood in the way of his happiness. The Government removed the lid on costs during the war and only asked for production. It is a well-known fact that costs were forced to the maximum and production per capita of men employed shrunk to the minimum. The cost plus 10 per cent rule established by the Government on war contracts has done more to disorganize business, discourage human effort, in-



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crease costs and reduce production than all other agencies combined. What is to be the final result of the Government's present method of coddling the laborer and the farmer, and of oppressing business, remains to be seen.

One result is now plainly apparent. Wages have been advanced to meet labor's demands and emergencies brought about by war conditions. These advances have not in any measure satisfied the insatiable demands of labor. Higher wages have reduced rather than increased production. Laboring under the belief that it is underpaid, labor has reached the lowest possible stage of efficiency. No demand for increased wages contains any promise, expressed or implied, of higher efficiency or increased production, in return for the advanced wage. The most stifling influence of organized labor in the past has been its lack of attention to increased production in proportion to increased wages.

## Wages Should be Measured by Results

Any wage is high that does not produce results. There is, or should be, no fixed market value on wages. All should be measured by results. An article of merchandise can be sold high, if it gives service, while the useless or inferior article if sold at all, is high at any cost.

There should and must be some remedy for this disjointed relation between wages and production. I do not believe that the remedy lies wholly in the need of legislation. Education of the masses to a realization of the underlying facts will do more than any amount of legislation.

Very little, if any, effort is being put forth by the Government to get the facts to the people. The great engines of the press are thundering away, all to little or no avail. I do not want to criticize the great newspapers of the country—I hope they can realize the enormous influence they wield. If wielded for good, it will become a powerful influence toward restoring present dangerous conditions to normal channels. No good and certainly a great deal of harm comes from the use of scare headlines, megaphoning the most trivial incident to an over-wrought, nervous people in such a way as to spread distrust and alarm where none should exist.

Statements of the most obvious facts are so exaggerated by the press as to seriously mislead the people. A great paper not long since headed a news item about as follows:

"Enormous quantities of foodstuffs withheld from the public to force higher prices. Ninety millions of pounds of meat products held by the packers. Why wonder at the high cost of living?"

Doubtless a fact that many times 90,000,000 pounds of meat were held by packers, but a horrible misrepresentation in the inference drawn. Analyze it—ninety million pounds. Less than one pound per capita. Ninety million pounds. There must be at least 10 times that amount between producer and consumer at all times to insure a constant supply and avoid actual want. What right has a newspaper to infer that it is held for the purpose of advancing the price? No evidence is advanced to prove the assertion. The public does not stop to analyze such a statement. A large per cent of the populace is not



THESE SAID TOPEKA WAS A REAL GRAIN MARKET  
F. A. Derby, S. W. Grubb, J. F. Jones

lessly infracted without a penalty following. Any artificial reduction in prices on a large scale will bring along a whole train of evils. Prices are rarely unduly high unless a scarcity exists. When such scarcity does exist, high prices are the most potent factor in bringing about economies in the way of reduced consumption, and these economies in turn exert a most potent influence in again regulating prices. These are the natural economic safeguards. Break them down by any means, even by the strong hand of the Government, and we must pay the penalty.

A few simple causes have conspired to bring about the present high cost of living. Chief among them may be enumerated:

Any extraordinary demand occasioned by war conditions.

Reduced production in every line.

Increased cost of production brought about by extraordinary increase in wages.

Unwillingness of our people to economize.

edict: "Man must earn his bread by the sweat of his brow," must be abrogated, or it must transpire that a little sweat must earn more bread than it ever has in the past.

The wide margin of leisure given to the man who earns his living by eight hours of labor is dangerous. In general practice it serves to give him more time to study and store up discontent; more time to perfect the universal grouch that seems to have settled on the human race; more time to study out imaginary evils which he thinks beset him; more time to perfect plots and seditions against his fellowman and his Government. An unemployed mind is likely to be a dangerous mind.

When the eight-hour day was established, there were more men than jobs. The argument in favor of eight hours as a legal day at that time was that it would divide the work to be done among more people. Conditions have completely changed. There are now vastly more jobs than men. Why not reverse the argument and say since there is more work



in possession of facts sufficient to enable it to analyze such statements.

Very recently the public press used these misleading headlines:

"Judge Gary, president of the Steel Corporation, defies the employees of the corporation by refusing to give them audience."

What were the facts? Judge Gary said he could not meet the delegates representing organized labor, who were seeking to fix the status of labor employed by the corporation, since such delegates did not represent a large majority of the employees who were not affiliated or did not desire to be affiliated with organized labor. The word "defy" was very unfortunately used. Defiance of employees is the very thing that organized labor longs to combat. The use of the word was equivalent to shaking the red flag at the bull. In no sense did Judge Gary defy organized labor. Thousands of such misleading and half-true statements could be added.

A Transference of Power

We must recognize the fact that the power held by great business organizations is being gradually wrested from them. Business is being brought more and more under Government control. As this power is taken from one class, it is gradually being placed in the hands of other classes. This acquisition of power by classes heretofore unaccustomed to its exercise is driving the recipients power mad. The fancy that the acquisition of such power is proof of the fact that in the past they have been deprived of their just rights drives them to extreme measures in order to avenge themselves for fancied past wrongs.

The great question is whether the public is to gain anything by breaking down one so-called "Monopoly"

that the thanks of the Association be extended to Mr. Reynolds and his committee for the work they have done for us. (Seconded by Mr. Sturtevant, and carried.)

Mr. Wayne: Is there anything in the Cummins Bill that indicates a distribution of the funds of the railroad after the dividends have been paid to the stockholders?

Mr. Reynolds: There is.

Mr. Wayne: There is nothing in that Bill that indicates anything like the Plumb plan?

Mr. Reynolds: The Bill provides that labor shall have a representation, and after certain income is paid to the property owners, the owners of the railroad, a certain amount shall be set aside for betterments or improvements, and then a division shall be made with labor.

William Pollock: I am glad mention was made of the Flour Weight Bill. Congress now is going to further complicate the situation, I fear.

The President: We will now have the report of the Membership Committee, Mr. Early of Texas, chairman.

REPORT OF MEMBERSHIP COMMITTEE

AS CHAIRMAN of the Membership Committee it is my pleasure to report:

Total number of members secured the past year .....	361
This breaks all records, being 52 more than secured last year which was .....	309
The second largest number ever secured in one year was in 1912 .....	250
All individual records were also broken this year by Alex W. Kay, of Hales & Edwards Company, Chicago, who secured .....	46

D. M. Cash, Indianapolis, won 2 prizes.  
T. A. Morrison, Kokomo, Ind., won 2 prizes.  
F. E. Watkins, Cleveland, Ohio, won 2 prizes.  
J. H. Cofer, Norfolk, Va., won 2 prizes.  
Allen Early, Amarillo, Tex., won 2 prizes.

Texas has won six prizes, twice as many as any other one state. This has been a most wonderful year for the Association. Each year a different part of the United States seems to become interested. This year it was the Pacific Coast, until now every part of the United States, with the exception of New England north of Boston, has become organized.

The regular booster campaign closed April 7, 1919. The prize winners with their records are:

First Prize, D. M. Cash of the Urmston Grain Company, Indianapolis .....	23
Second Prize, Alex W. Kay of Hales & Edwards Company, Chicago .....	23
Third Prize, J. C. Bennett, Nashville .....	12
Fourth Prize, Picker & Beardsley, St. Louis .....	11

The President: If there are no objections, the report will be received, and the thanks of the Association extended to the Committee.

I wish the prize winners would now come forward, and I will ask Secretary Quinn, who is very familiar with this whole situation, to make presentation of the prizes.

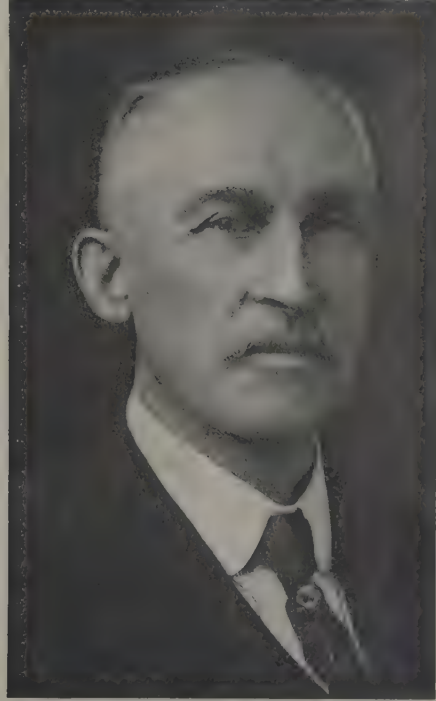
The Secretary: Before giving these prizes to the four winners, I think it might be timely to say a word about the campaign, and how successful it was, and something about the finish. As I stated in my report, the finish was very close. Really I do not know who won the first prize. When we began we asked for 150 members. We had 50 and in securing 150 more we would have 200, and then we thought



ALEX W. KAY, Second Prize



THREE OF THE PRIZE WINNERS OF BOOSTER CAMPAIGN  
D. M. CASH, First Prize



C. F. BEARDSLEY, Fourth Prize

and creating a new one in its stead. If the farmer is to control the food supplies of the Nation, is the public safer in his hands than it is under the present state of affairs?

If labor is to absolutely control the wage it is to receive and absolutely disregard the service rendered, to what lengths may they not go?

The insatiable greed exhibited by both laborer and producer in the past does not give us great faith in our safety in their hands. If the demands of the producer are to be met, they will very soon absolutely control the food of the Nation. It is generally believed that Quasi-Monopoly of the Nation's food is held by the so-called "Middleman." It has not been proved to be so and absolutely is not so, but if it were, can we believe that the people are to gain by placing the monopoly in the control of the producer? Personally, I doubt if anything is to be gained by such a change. A fair Governmental supervision and control of the food supplies of the people is doubtless advisable, but the undue fostering of the producer at the expense of the Government is certainly not in accordance with democratic principles and fair play.

The planting of seeds of discord, anarchy and confusion has gone far enough. The people should turn their attention now to correcting evils rather than augmenting them. The present period of economic adjustment is not the time to indulge in extreme optimism or pessimism. A careful course of level-headed thinking and acting is vastly better than either. Legislation may temporarily control evil tendencies, but education alone can permanently cure them.

Mr. Green: I move the report be received, and

This is five more than the individual record made last year by Director J. H. Beusse of Athens, Ga., who landed ..... 41  
The second largest number ever secured in any one year by any one person was last year by H. E. Botsford of Detroit, his record being.. 36  
You will thus note all previous records have been broken,  
1st--In having the largest membership in the history of the Association .....1577  
2nd--In securing more members than in any one year in the history of the Association..... 309  
3rd--More members secured by any one person in any one year ..... 46  
4th--More members outside of the U. S. than at any one time in the history of the Association, there being in Canada ..... 22  
The Following Facts Should Be Interesting To All  
State containing most members at this time, Illinois ..... 158  
State containing second largest number of members, Minnesota ..... 139  
City containing most members at this time, Chicago ..... 139  
City containing second largest number of members, Minneapolis ..... 139  
Booster who secured greatest number of members since the campaigns began, the late T. G. Moore of Ft. Worth ..... 87  
Booster who secured second largest number of members since the campaigns began, D. M. Cash of Indianapolis ..... 64  
Boosters who have won more than one prize:  
The late T. G. Moore, Ft. Worth, won 3 first prizes.

enough new ones would come in from the momentum of the campaign to bring the total up to something like 300. So we announced that after 200 members had been secured the formal booster campaign would close. On April 5 there were 196 or 197 secured. I began receiving telegrams about nine o'clock in the morning from different contenders wanting to know how many I needed to make up the 200, and I told them, and I was hoping they would get enough in Saturday so that the campaign could close. One of the members wired me if they would send me in four members by wire, would I count them. I said I could count only such applications as had reached me. That was Saturday. On Sunday morning I was awakened about eight o'clock by a boy with a special delivery letter from Mr. Kay with three or four applications, and another from Mr. Cash with three or four more, and a little later another special delivery letter came from John S. Bennett and one from Picker & Beardsley. I got 11 applications before noon on Sunday, and on Monday morning 11 or 12 more came in, so that by 11 o'clock on Monday I had 224. I was in a quandary. The 200 mark had been reached and passed, and Mr. Cash and Mr. Kay had each sent in enough to make the 200. But both letters came in together, Mr. Cash's letter was received about 15 minutes before Mr. Kay's, so I gave the first prize to Mr. Cash.

I want to say about Mr. Kay that he took his medicine like a gentleman. He didn't say anything, but he continued on and on securing new members, and he did not stop until a day or two before this convention. He has actually secured 48 new members. He sent in two after my report was made up. It is



the most wonderful piece of individual work that has come to my notice as secretary of the Association, and I have great pleasure in presenting to Mr. Kay this beautiful diamond and platinum scarf pin. Mr. Cash is not here. His prize is very similar. John C. Bennett of Nashville is winner of the third prize, and he receives a pair of diamond cuff buttons. This fourth prize goes to Picker & Beardsley, a pair also of diamond cuff buttons.

**Mr. McCord:** We old fellows seem to have neglected our opportunities. I have been impressed by the youthfulness of the prize winners in this contest. It augurs well for the future of this Association, for these men will be prominent in other activities than that of securing new members. We owe a special vote of thanks to these young men, and I hope they may keep on with their good work. I move a vote of thanks be tendered to these gentlemen for their efforts. (Seconded by Mr. Metcalf, and carried.)

**The President:** We will now adjourn until two o'clock this afternoon.

## Tuesday Afternoon Session

The convention was called to order by the President at 2:00 o'clock.

**The President:** The next is report of Committee on Uniform Grades, Mr. Callahan, chairman. As Mr. Callahan is not present, Mr. Ballou of Texas, of the committee, will present the report.

### REPORT OF COMMITTEE ON UNIFORM GRADES

**T**HE matter of chief importance during the year was the establishment of United States standards, effective June 16, 1919, on oats. Prior to the final determination of these grades, hearings were had by the Bureau of Markets; several members of Committees from the Association attended these hearings in the interest of influencing the grades along lines that were reasonable, practicable, and that would eliminate, as far as possible, anything from the grades that was unduly technical or difficult.

Sufficient time has not elapsed since the establishment of the grades to accurately determine whether they are in every respect satisfactory; it is evident that there has been a lowering of the standards so far as the No. 3 grade is concerned; in a general way, it might be stated that the present No. 3 standard about corresponds to the No. 4 standard used by the various Boards of Trade prior to the adoption of these grades, and it still remains an open question whether the lowering of the standards is wise, and for the best interest of producers, dealers and consumers.

#### Special Stipulations on Oats Contracts

Question of the use of rubber stamp imprint on sales tickets, providing that under certain conditions Government standards will not apply:

This question was brought into prominence by the Richmond, Va., Grain Exchange, which notifies the trade that the following notation will be placed on contracts for the purchase of grain:

"While the Federal Standard Rules on oats class yellow oats as white, special contract stipulates that only white oats shall apply."

Your Committee considered this of sufficient importance to justify taking it up with the Department of Standardization, for the question, obviously, is raised as to the privilege of the trade to inject any conditions of this nature into a transaction based upon Government grades; as a result of this discussion, the following opinion was rendered by the Bureau: "August 16, 1919.

"Mr. Chas. Quinn,  
Sec'y, Grain Dealers Nat'l Ass'n,  
Toledo, Ohio.

Dear Mr. Quinn:

Receipt is acknowledged of your letter of August 7, 1919, with which you enclose a form of sales ticket adopted by the Richmond Grain Exchange on which appears the legend: "While the Federal Standard Rules on Oats Class Yellow Oats as White, this special contract stipulates that only white oats shall apply."

You request an expression from this Department on the question of the propriety of including a provision of this nature in contracts for the sale of white oats. It has been the view of the Department that the oats standards as promulgated classify oats into grades which meet the requirements of the trade for general commercial transactions. It is recognized, however, that some dealers in certain localities might wish to further restrict or limit the description of the product which they desire to purchase. It is not believed that such further restriction or limitation is objectionable, provided it is within the factor limits prescribed for the particular grade in which the parties are dealing. Consequently a contract for the sale of white oats by grade with the further provision that yellow oats will not be accepted would not be objectionable, in the opinion of this Bureau. It would seem to be entirely a matter of agreement between the contracting parties as to whether they desire to become a party to such a contract. In connection with the grading of such oats it should be

stated that they should be properly graded in conformity with the standards and the question of whether or not they are properly deliverable on such a contract must be decided by the parties thereto.

In connection with the wording of the particular provision referred to, this Bureau takes the liberty of suggesting that the language used would seem to exclude from delivery on the contract any yellow oats, even though it appear in inappreciable quantities in a lot of white oats. This, of course, is a matter about which the parties to the contract should concern themselves.

Yours very truly,  
GEORGE LIVINGSTON,  
Acting Chief of Bureau."

It would not seem desirable that such conditions as these be encouraged, for if this practice were generally adopted it would result in nullifying the Government grades to such an extent that it would cause confusion.

Recommendation of this Committee would be that where a party prefers not to have any red oats, that he notify the buyer at the time the purchase is made to that effect, and that any special agreement become a record as between the two parties to the transaction, which is sufficiently practical for all needs that have appeared as yet.

#### Uniformity Between Markets

Question of uniformity of grading as between markets, this question also involving the abuse that may



H. H. ALLEN, ST. LOUIS  
Bemis Bro. Bag Co. Also Entertained

be practiced on shipments from terminal markets under certain conditions as outlined below:

The chairman, to develop the views of the Department on this question, addressed to the chief of Bureau of Markets a letter as follows:

"Louisville, Ky., August 8, 1919.

"Chief, Bureau of Markets,  
U. S. Agricultural Department,  
Washington, D. C.

Dear Sir:

In buying corn at certain terminal markets for shipment to this market, attention is frequently called to the variation in inspection as between the two markets.

Generally speaking, cars received can be divided into the following classes:

First—Carload of grain which is loaded so heavily that only a door probe is possible, which car does not run the same throughout, and may be intentionally plugged.

Second—Carload of grain which is loaded so that proper sampling is possible, but through carelessness, inspector does not properly sample the car; the result is an inspection which does not show that the car was plugged, or that yellow corn, for instance, is mixed with white, in the bottom of the car.

Third—Carload of grain which, owing to moisture or other reasons, will deteriorate within a few days.

A rule of your Department is that when a carload of grain is inspected at some terminal, destined to Louisville, that we have no recourse against an erroneous, careless inspection, or plugging of car, unless the car is appealed before it leaves the market at which the original inspection took place.

Take the first case mentioned above:

Is it not fair to say that a carload of grain loaded so heavily that a correct sampling is impossible, is not graded at all, and that on such cars inspection at the point where car is unloaded, even though it be in another city, should apply?

Take the second case mentioned:

In this class, take for example a car of No. 2 white corn inspected at market "A," which when unloaded at market "B" turns out to be mixed with no-grade

corn of the same or other colors, so that it is not, when unloaded, a car of No. 2 white corn; this car has been improperly graded when marked No. 2 white; in this case, should there not be some recourse or protection against the faulty inspection at the point of loading?

In fact, it would appear that the only case among the three instances above mentioned where there should be no recourse after the car has left the market at which the original inspection took place, is the third case named, where the nature of the corn is such that deterioration could take place within a few days.

This is a question of very serious moment to this and all other markets; many dealers are complaining bitterly about the lack of uniformity as between markets, and the radical differences in inspection as between terminals.

The Government supervision system will be subject to severe criticism, and justly so, unless some provision is made to care for such cases as are named above, and I am sure this does not embrace all of the cases which might be mentioned.

This matter has doubtless been called to your attention before, but as it is so important, I beg that, at your leisure, you will write me for the benefit of our trade, in such a way as will make clear to them what the position of your Department is, and what protection you would suggest.

We are not dealing merely with the question of plugged cars; we believe that many cars are purposely plugged, but the fact is that it makes no difference whether the car is plugged intentionally or accidentally, some provision should be made for the protection of the trade, whether cars are intentionally or accidentally plugged.

Yours truly,  
R. L. CALLAHAN,  
Chairman, Grain Committee.

In response, chairman received the following reply:  
"Chicago, Ill., August 22, 1919.

"Mr. R. L. Callahan,  
Chairman, Grain Committee,  
Louisville Board of Trade,  
Louisville, Ky.

Dear Mr. Callahan:

Your letter of recent date addressed to the chief of the Bureau of Markets, with reference to certain inspection problems which have presented themselves to your committee, has been referred to this office for consideration and reply.

It is noted that you divide misgradings between markets into three general classes: First—Carload of grain which is loaded so heavily that only a door probe is possible, which car does not run the same throughout, and may be intentionally plugged. In the case of a car so loaded that only a door probe or shallow probe can be secured, the inspection certificate must bear the notation "heavily loaded." This certificate cannot be legally used for the purpose of making "out" shipments; therefore, this class of grain should not be a difficulty to the trade in your market. If your market is receiving cars from other markets so loaded as to make the drawing of a correct and representative sample impossible, the facts should be communicated to the supervisor in order that he may take steps to have the matter rectified in the offending markets.

Second—Carload of grain which is loaded so that proper sampling is possible, but through carelessness, inspector does not properly sample the car, the result is an inspection which does not show that the car was plugged, or that yellow corn, for instance, is mixed with white, in the bottom of the car. In this class of cases recourse is difficult. However, the trade in a number of Southwestern markets purchasing grain out of St. Louis, Kansas City and Omaha have adopted the practice, when appeal is not filed before the shipment has left the point of origin, of calling a friendly appeal in their own market in order to establish a true grade of the grain. The grade memorandum is then used in negotiating with the shipper in an effort to secure adjustment of differences. This plan has apparently worked very successfully and satisfactorily, even though it must be admitted it is an indirect action. The calling of such an appeal also enables our supervisors to check up and correct the work of licensed inspectors in a very definite manner.

Third—Carload of grain which, owing to moisture or other reasons, will deteriorate within a few days. You recognize this class of cases of differences in grading between two markets as being excusable hazards of the trade over which there is no control.

We desire to make clear to you with reference to the whole question of uniform grading that full co-operation of the reputable members of the trade is earnestly desired in the way of furnishing information which will enable us to correct bad practices. It is also urgently requested that suggestions be submitted, looking toward an improvement in inspection service.

It has occurred to us that the Grain Dealers National Association might find it feasible to incorporate a trade rule which would govern contracts in the case of plugged or unevenly loaded cars when diligent effort on the part of the sampler has not resulted in securing a correct and representative sample. This rule, it would seem, could be made effective



tive, requesting the judgment of the supervisor in such cases and requiring the grade thus established at destination to apply even though the contract provides for inspection at point of origin of shipment. It will be very much appreciated if you will advise your views with reference to this suggestion.

Yours very truly,  
R. T. MILES,  
Acting in Charge,  
General Field Headquarters."

This is a question that is well worthy of full discussion by the Association at its forthcoming meeting, particularly the closing paragraph of the above named letter, which states that the Grain Dealers National Association might find it feasible to incorporate a trade rule which would govern the contracts in the case of plugged or unevenly loaded cars.

## Lack of Uniformity Between Markets

On the question of lack of uniformity as between markets; while it must be conceded, in justice to the Bureau of Markets, that they are putting forth their best efforts to secure uniformity as between markets, it would appear to be apparent beyond the possibility of a doubt, that there is no more uniformity as to grades between markets under existing conditions than there was before the days of United States Government grades.

## Summary of Inspection Fees at Various Terminal Markets

Below find summary which shows the charges made by the different markets, properly tabulated; there are some exceptions and modifications of a minor nature, but this summary embraces the principal charges which the trade are interested in knowing about.

The majority of these markets charge \$1 per car for inspection inbound, from which it would appear that those markets that are charging less than \$1 per car, including moisture certificate where requested, should amend their charges to the basis of \$1.

INSPECTION FEES ON GRAIN AT TERMINAL MARKETS:		In-bound	Out-bound	Inspection
		Per car	Per car	of samples
Peoria, Ill.....(a)(b)		\$1.00	\$0.50	\$0.75
Calro, Ill.....(c)		1.00	.25	
Tacoma, Wash.....(a)(b)		*.04	*.05	
Milwaukee, Wis.....(a)		.70	.55	
Indianapolis, Ind.....(a)(b)		.75	.25	
Buffalo, N. Y.....(a)(b)(d)		.75	.30	
Louisville, Ky.....(a)(b)		.75	.35	
Chicago, Ill.....(a)(b)		1.00	1.00	
E. St. Louis, Ill.....(a)(b)		1.00	1.00	
St. Paul, Minn.....(a)(c)(e)		1.00	1.00	
Minneapolis, Minn. }				
Sioux City, Ia.....(a)(b)		1.00	1.00	
Omaha, Neb.....(a)(b)		1.00	.50	

- \*Per ton.
- (a) Moisture test included.
- (b) No extra charge where car is loaded with two or more kinds of the same or different grains.
- (c) Additional inspection charge made if car contains two or more kinds of grain.
- (d) Buffalo has separate charges for boat inspection.
- (e) Charge of \$2 for reinspection.

The Uniform Grades Committee has no recommendations to make, but it might be well to bring up the questions involved in this report before the general membership for discussion, for it is their views, and not the views of the Uniform Grades Committee, which should obtain.

**The President:** If there are no remarks, it will be received and placed on file, with thanks to the committee.

We have a representative of the Bureau of Markets with us, and will hear from him at this time, Mr. Beasley.

## FEDERAL GRAIN SUPERVISION

WE APPRECIATE the courtesy extended to the office of Federal Grain Supervision by your Association in permitting us to appear on your program. In the past three years Mr. Brand, formerly chief of the Bureau of Markets, addressed you in convention, and for the most part directed his remarks to the general workings of the Grain Standards Act and its enforcement. I would like to confine my remarks to a sort of report covering the activities of the Federal Grain Supervision during the past year, and to give you our interpretation of how we consider the Federal grades as applied by the inspectors of the country.

## Complaints on Federal Supervision

The principal complaints coming to the Federal Grain Supervision during the past year might be divided into two classes, first, complaints against lack of intensive supervision on grain as it was arriving at markets; in other words, the inbound grain was not supervised to the extent the outbound grain was supervised. Second, complaints against lack of uniformity between markets.

At your last annual convention in Milwaukee you adopted a report prepared by the chairman of your Trade Rules Committee. That report you gave to your secretary with the request that he forward it to the Bureau of Markets for action. The Bureau replied to your complaint and resolution. The action we took to correct that situation was this: First let me say that it was our information that whatever justice there was in that complaint, and there was no doubt some, was due to the fact that because we were a young organization, we had not developed the

close contact with the grain inspectors through our supervisors which we feel is necessary in order to bring about the same understanding and interpretation of factors, such as what constitutes damage, color and texture in wheat, and other interpretative factors. We believe the proper way to do that was by actually getting into the center of things and moving our grain-grading functions out of Washington into Chicago or some other centrally located grain market.

Chicago was chosen because it seemed the logical center. We have established offices in Chicago known as general field headquarters, and have set up there two divisions of our grain-grading functions, one known as the Board of Review and the other as the Inspection Division. It is the function of the Board of Review, composed of four members largely experienced in grain inspection and grain handling, to review the work not only of inspectors but of our own supervisors. They review the grain graded from day to day by our inspectors and supervisors. It is the function of the Inspection Division to take the interpretations given by the Board to the various grading factors in the country in the various terminals, for the purpose of maintaining as nearly as humanly can be done the same interpretation of interpretative factors. What success we have made I would rather leave to you after I give you a few figures which may be of interest.

Probably the best indication of how we can interpret the grading done by licensed inspectors can be had from a consideration of the number of times we have changed the grade assigned by inspectors, when the grade was taken to us on appeal.

Most of us are familiar with the workings of the



J. C. AYDELOT AND E. A. DOERN

Grain Standards Act to the extent you know how an appeal is taken from an inspector's grade. Commencing with July, 1917, we have divided, for illustration only, the period up to July, 1919, into four 6-month periods. During the first six months we handled only 348 appeals; during the second 6-months period, 1040, an increase of 200 per cent; during the third 6-months period, 2743, a basic increase over the first period of 690 per cent. During the fourth period from last January to July 1 of this year, we handled 3838, a basic increase over the first period of 1,000 per cent. That illustrates to us that the appeal feature of the Grain Standards Act is becoming more popular, or at least is being taken advantage of more freely. In the first 6-months period we changed the original grade by the inspector in 68 per cent of the cases. In the second six months that was cut down to 50 per cent; in the third six months the same percentage held, between 50 and 55 per cent. In the last period from January to July we have changed the inspector's grade in only 46 per cent of the cases. That may sound still large, but the point is it is gradually being reduced. Our interpretation of that is that as we go along in our work, we are gradually getting to the inspectors more clearly our interpretation.

While I haven't the figures here, the appeals we have handled since July 1 of this year have gradually increased over the appeals handled in the other four periods. And we have reduced very much the percentage of cases wherein we have changed the inspector's grade.

## The Question of Uniformity Between Markets

With respect to the criticism directed against supervision in connection with the lack of uniformity between markets, when that complaint was brought to us in a large way last year, we directed our efforts to tracing as well as we could cars, to ascertain not

only for our own information, but for yours, just what the uniformity between markets actually was. I have figures here that represent a compilation of tracings between the six largest shipping markets in the Central West and other markets. We chose no particular period and no particular markets. We took the largest. The figures show that out of these six markets, the exact uniformity on cars between those markets and the other markets is as follows: In each one of these cases we followed a movement of grain; in other words, we tried to trace the cars at a time when it would be easiest for us, that is, when there was a large movement of grain from one center to another, and in each case I am quoting figures in which there were at least 100 cars involved. They ran from 100 cars to 3,500. The figures are as follows: Out of one market into other markets, uniformity 72 plus per cent. Out of another market in the Central West into other markets, 70 plus per cent. Out of the third market into other markets, 76 plus per cent. Out of a fourth market into other markets, a percentage of 74 plus. Out of the fifth market into other markets, a percentage of 70 plus. Out of the sixth market into other markets a percentage of 93 plus. I don't know that it is fair to include this seventh market. It is a large shipping market. We only have in this case 58 cars and four cargoes, and probably should leave it out, but I will state there was 100 per cent in that one particular case.

While we do not feel altogether satisfied and are not at all proud of that brief report, our contention is that it will give you concisely as nearly as we have been able to follow the uniformity between markets what the percentage is, and it ranges between 70 and 80 per cent. We feel, if we have an opportunity to report on this same thing next year, that will be increased further, for the reason that we have absolute knowledge that last year and the year before when we were in operation the percentage was a great deal smaller.

## Conditions Have Been Abnormal

Practically ever since the operation of the Grain Standards Act, which became effective December 1, 1916, we have been laboring under abnormal conditions. This has been especially true from July, 1917, to date, when we have been operating practically under the Food Control Act, the Wheat Guaranty Act and the Executive Order of March, 1919, which practically took the grading of grain from the terminal markets, where it had always been heretofore, back to the country points where the grading was actually applied and the grades were actually applied between the country dealer and the producer. As you are aware, Congress, when the Grain Standards Act was passed, did not contemplate that Act going farther back than the terminal markets. Nevertheless, under the Food Control Act, the Wheat Guaranty Act and the Executive Order, that is exactly what has happened, rather to our detriment, for we have been called upon very largely to follow that grading back, and have not had the funds or the men to properly do the work.

Very recently the Secretary of Agriculture had a request from Wheat Director Barnes, in which Mr. Barnes asked that the Secretary of Agriculture extend the privileges of the Grain Standards Act, with respect to the appeal feature of the Act, to intrastate transactions on wheat. That request has been complied with. From now on intrastate transactions in wheat, where grain has been graded, may be taken to the Secretary through the local offices of supervision in appeal as to grade, in the same way as is now done in the case of interstate transactions. The point in regard to that is that we have had several requests from various organizations in the grain trade, in which permission was asked to grant this intrastate appeal regularly, the same as interstate. Apparently our department is of the opinion that this cannot be done under the authority of the Grain Standards Act. In other words, the Grain Standards Act gives the Secretary of Agriculture jurisdiction only in case of interstate business.

That is all I have to report, and of there are any questions you wish to ask, I shall be very glad to try to answer them.

**Mr. Goemann:** Relating to the negotiations between the Bureau of Markets and railroads and transportation, isn't it possible for your department to issue instructions to give a clean certificate on grain on its original inspection under 24-inch rule, and if 24-inch rule is not sufficient, whether the instructions can be issued on 30 inch?

**Mr. Beasley:** Our department can issue instructions, and will, if it is the desire of the trade, to inspectors substantially as follows: That where a car of grain is loaded to within 24 inches of the roof, in our work under the Act we will issue a grade memorandum of clean certificate on that car, provided there is nothing to evidence, except the 24 inches, that the car is not uniformly loaded. We feel that under ordinary conditions, with 24 inches of space, and no evidence to the contrary, we can consider the sample we get of that car a representative sample. If it is the desire of the trade to have inspectors follow that general rule, I think we can ask them to do it. The investigation we have made indicates quite clearly that, I won't say inspectors, but samplers, of organized inspection departments, use too freely the notation "Heavily loaded car." We do not believe in



all cases they have been justified in putting that notation on so many certificates, and I think we can clear that up with a little co-operation on the part of inspection departments, which I am sure we will get.

**Mr. Wells:** Is it your idea that 24 inches is sufficient to take a fair sample of the car?

**Mr. Beasley:** We believe if a truly representative sample of the car can be obtained within 30 inches, it can be within 24 inches; in other words, that 6 inches is too small a matter to quibble about when it comes to getting an absolute representative sample of the car.

**Mr. Emmons, of Detroit:** A car of corn left Chicago and went to Grand Rapids, and was inspected 2 yellow. It came into Detroit, and was inspected 3 yellow. The car was switched to our siding, and we started to unload it. Our superintendent reported that half the car was white corn. I asked for re-inspection. The owner of the car admitted that half the car was white corn. The chief inspector found 17 per cent was white corn, the other half 2 yellow corn. I told the seller I was entitled to a discount, but according to the rules we had no redress. Washington referred it to Chicago, and Chicago referred it back to me, with the statement that under the rules and regulations the car was inspected as 2 yellow corn. I am in favor of the Government work, but that does an injustice. I think the rules should be changed so as not to allow so much white corn in 2 and 3 yellow corn. Shouldn't you change your rules and regulations on inspection of that kind, and let the supervisors in the large terminals have something to say about it?

**Mr. Beasley:** As far as the plugged car is concerned, our regulations are as you want them now. On a plugged car you can grade the car at the lowest quality of the car.

**Mr. Scott:** I want to move a vote of thanks to Mr. Beasley for his courtesy in coming here and addressing us today on this very interesting subject. (Seconded by Mr. Green, and carried.)

**The President:** We have a committee made up of the secretaries of the different affiliated associations, and we will have a report from that committee now, Mr. George Wells of Iowa, chairman.

## REPORT OF ADVISORY COMMITTEE OF THE GRAIN DEALERS NATIONAL ASSOCIATION

THE Advisory Committee of the Grain Dealers National Association is composed of the secretaries of the various affiliated associations as follows:

J. W. McCord, Secretary, Ohio Grain Dealers Association; Charles B. Riley, Secretary, Indiana Grain Dealers Association; W. E. Culbertson, Secretary, Illinois Grain Dealers Association; E. J. Smiley, Secretary, Kansas Grain Dealers Association; M. U. Norton, Secretary, Missouri Grain Dealers Association; H. B. Dorsey, Secretary, Texas Grain Dealers Association; C. F. Prouty, Secretary, Oklahoma Grain Dealers Association; John C. Graham, Secretary, Michigan Hay & Grain Association; A. A. Ryer, Secretary, Pacific Northwest Grain Dealers Association; H. N. Stockett, Secretary, Northwestern Grain Dealers Association; Geo. A. Wells, Secretary, Western Grain Dealers Association.

The Committee held only one meeting during the past year which convened at the Planters Hotel, St. Louis, on February 22 to consider the problem of determining as to the cost of buying, handling and shipping wheat through country elevators and keeping an open market for the benefit of the farmers and the public, giving reasonable profit to the dealer.

After considerable general discussion of the subject the following resolution was unanimously adopted, viz:

Whereas under Government control of wheat prices and the fixing of handling charges, country shippers who operate country elevators and country mills receiving grain from farmers and who keep open markets for the convenience of the farmers and the public have found by experience that the basis permitted of 8 cents as a maximum buying margin as between the price paid to the farmer and the sale price at destination less freight is insufficient to cover actual expense of elevator operation and the hazardous risk of ownership involved from the time the purchase is made from the farmer until delivered at destination and allow a reasonable profit; and

Whereas, Such risk of ownership is materially increased by the technical rules of wheat inspection under Government supervision and that the risk of ownership involving rules, regulations, commissions and other expenses that are sustained by country shippers at terminal markets are beyond their control, all of which relate to and affect the margin of profit;

Resolved, That it is the sense of the Advisory Committee of the Grain Dealers National Association, which Committee is composed of the secretaries of the various affiliated associations, assembled at St. Louis this 22d day of February, 1919, that a meeting be called to be held at St. Louis subject to the call of the Secretary of the Grain Dealers National Association of delegate representatives of the affiliated associations, such representation not to exceed 10 delegates from each organization, the delegates to be appointed and reported to the Secretary of the Grain Dealers National Association not later than March 15, 1919.

There was general discussion of other matters but no action was taken.

In accordance with the resolution adopted by the Committee 46 delegates representing 10 state associations attended the conference called by the Grain Dealers National Association at St. Louis on March 21 and 22. The meeting, which was held at the Planters Hotel, was presided over by President Goodrich of the National Association and Secretary Quinn acted as secretary. There were three sessions of the conference, two on Friday, March 21, and one the next day.

A full and complete discussion of the entire subject of a buying margin for country shippers took place. Every one of the 46 delegates had an opinion to express and he was given full opportunity to express it. Much statistical matter was presented during the three sessions to prove that the maximum gross margin of 8 cents per bushel and freight was inadequate for the owners of country elevators.

It was shown that it cost from 6 cents to 10 cents per bushel, depending upon the location of the elevator and other factors to handle wheat, exclusive of the terminal market charges which are about 3 cents per bushel and which charges the Grain Corporation on the 1918 crop expected the country elevators to absorb and be included in the 8 cents.

A committee consisting of Charles B. Riley, Secretary of the Indiana Grain Dealers Association, and W. E. Culbertson, Secretary of the Illinois Grain Dealers Association, was appointed to arrange all the data that had been offered at the meeting so that it could be presented in concrete and accurate form to the agency that would be named by President Wilson to handle the 1919 wheat crop.

As the agency to be named by the President had not been named; nothing could be done except to have everything ready for presentation at the proper time and the conference voted to request President Goodrich and Secretary Quinn to arrange for the conference with the "powers that be" as soon as announcement was made by the President of the agency appointed to administer the bill relating to the handling of the 1919 wheat crop.

It developed that Mr. Barnes could not grant a special conference on this question previous to the general conference with the Grain Corporation held in New York City on June 10-11, at which Mr. Barnes expressed his desire that the Grain Corporation should not be requested to fix a wheat buying margin at country elevators and the Grain Corporation promulgated the regulation that such wheat buying margin should be "reasonable." I understand, however, that the zone agents of the Grain Corporation have been holding quite rigidly to the 8 cents buying margin for country elevators, such buying margin to include all charges except freight and which has not given the grain dealers in certain localities, because of peculiar conditions, a reasonable profit.

**The President:** If there are no objections, the report will be placed on file.

We sometimes think the Grain Dealers National Association is about the only grain association there, but I want to call your attention to another national organization in scope that has over 30,500 elevators belonging to the members of that association, and they represent over 400,000 farmers. The secretary of that organization is here today, a man of national prominence and of great ability. I have the pleasure at this time to introduce Mr. J. W. Shorthill, secretary of the National Council of Farmers Co-operative Associations, Omaha, Neb.

## ADDRESS OF J. W. SHORTHILL

THIS reminds me of a question asked some of us in Washington one time, "How many farmers are there in the United States anyway? We have had one fellow and another come down here representing the farmers, and we have made a calculation and we find according to the total there are 100,000,000 farmers in the United States." I want to correct the chairman by saying we have 3,500 elevators and not 30,500.

Now I am going to start this thing off, and it is for you to cry "Enough." The reason I say that is because I am feeling fine, for several reasons. There are many reasons for that, and I have selected a few I want to mention. One is that I have this splendid privilege of visiting this magnificent City of St. Louis and the grain market. It is a splendid place to be, and it makes anybody feel good to be here, and I haven't been any place that any of you fellows haven't been, either.

I also have a good feeling because I have had the opportunity to attend this splendid convention. It is an opportunity to attend a meeting of representative business men like this, and I feel fine to have been accorded the honor of a place on your program. I feel fine because our organization has had a part in the splendid work you have been doing the past year, and has had an opportunity to contribute somewhat to the success attained, of which we are all proud.

This is one of the best examples of getting together I can call to mind. A few years ago we didn't work together, but we have during the past year, shoulder to shoulder, and the reason progress has been made was because there was more than one organization working to the same end. It is difficult to go to Washington, a single organization, and get anything through, but it is easy if you find all the interests working together for the same thing.

## Our Present Responsibilities

But I feel fine for a greater reason. I cannot help but say that I feel fine because I have that special privilege of being a free American citizen at this day and age of the world, and have a part in the conduct of the affairs of our Government. There is only one thing I have to regret in that connection, and that is the fact that the average good law abiding citizen, the worth-while fellow in this country, has not awakened to the fact of what his responsi-

bility and duty to this Government are, and what his concern is in this hour of trial, and he is not doing what he should be at this time. We had an illustration of it in our city some time ago. That catastrophe would not have happened if the mob had known that the good citizens of Omaha had the good of that city at heart, and were standing together to do whatever was necessary in an organized way. If they had known that those men were ready to protect life and property and the good name of the city, that mob would not have started a thing. But we do not realize that responsibility. We are too prosperous, too confident of the prosperity of America, in the great strength of our national Government.

The thing we need most is to awaken to our duty, and that concerns, you individually and directly in the conduct of the business in which you are engaged, because the prosperity of your business depends on the peace and prosperity of the country.

I am wondering if we have struck the keynote of what is wrong at the present time. I think we are all trying to lay it on the other fellow. The average man seems to take the attitude that every man is after him, and the Government is after all of us. We think the high cost of living is due to what the other fellow is doing, or what the Government is doing or isn't doing. What is the Government? It is a republican form of government. A few years ago I made a trip West, and I stopped at Billings, Montana, a very fine little city. We went over the ridge near the city, and saw the great irrigation tunnel 1,800 feet long, and the great flume carrying the irrigation ditch over the chasm. We found a nice spring of cold water, and all of us drank from the little tin can there, without discussing sanitation. Along came a mule skinner, hauling a load of coal with six mules. If you want a demonstration of what it means to work together, you should see a mule skinner pull a load with six mules. They work like clockwork. He showed us what those mules could do, and he was so drunk he could scarcely sit on the seat. He came to the spring to fill his water bag, and to be handy to the spring, he sat down in the pool of water that was made by the spring. He held the neck of his water bag to the spring, but was so unsteady he didn't get much water into the bag. Finally it was suggested he take the can, catch a canful and then pour it into the jug. He tried, but found he had two unsteady hands to work with, and he didn't have as good success as before. Then he sat back, and said, "This is the d—st water I ever saw. A man just can't pour it in a jug."

So we at this time criticize about everything but ourselves. Talk to a man about himself, and he talks normally, but begin to talk to him about somebody else, and he is likely to become abnormal. Often we start by criticizing the Government. There was no reason why we should stand behind this Government in time of war that does not exist at the present time. There is a difference only in degree, in urgent immediate necessity.

We hear a lot of criticism of our Congress, and at the same time we are making these criticisms we forget the wonderful extent of this great country and the diversity of its institutions. We get before us an income tax report, and we are floored by it, but we thought Congress should be able to pass that whole Revenue Bill and make it perfect in a few days. A member of Congress has every man in his district pulling for this and for that. We have more than 400 representatives in the House and almost 100 in the Senate, and the problems confronting the National Legislature are momentous, and yet we expect Congress to pass these things through and do a lot of business in a few days' time. Would we want a Congress in which the representative from our district could not have his full say on the things we sent him there to represent us on? No. When I think of how many people go to Washington to settle things in Washington that they should settle between themselves at home, I am led to wonder if it wouldn't be well to build a stone wall around the District of Columbia and allow no one to enter and leave, but members of Congress and the President of the United States. I am wondering if there wouldn't be better progress than now. We would want to be sure the other fellow didn't get in.

## Tremendous Problems of the Government

So, when we have our criticisms to offer, and it is our privilege to criticize, we must remember the tremendous problems that confront the Government with a territory like ours, with the diverse interests that we have here. There isn't a business interest, a venture of any kind in the commercial world that is not represented in this country, and if you would take before you, for instance, the Revenue Bill, and study it a little, it would begin to dawn upon you that that was one of the momentous problems we had to solve.

Now my subject is broad enough to guarantee that at least one speaker on your program will not get off of the subject, "The Government and the Grain Industry." I made a computation in connection with our own little legislature to see what the people were doing. In Nebraska when we elect a man to the Legislature, we expect him to represent us and to do something. If he can't do anything else, he has to introduce a bill; and my computation showed that



there were enough bills introduced so that a man, during the entire session of 60 days, with no holidays and working a 10-hour day, would have 30 minutes to devote to the consideration of each bill. It is time we sent fellows to the Legislature and to Congress, not to get post offices or anything else for our district, but to represent the nation in the best way they know how.

The attitude of all our organizations toward the Government should be of a constructive nature. I cannot be specific in these things, but the prime idea at the base of all these things is service. In any line it is a matter of service with the individual engaged in that business. The same with the organization. There is as much sense in your using the Grain Dealers National Association in time of peace to further the prosperity of this nation as during wartime; it only differs in degree. It is a matter of service.

#### Must Be a Get-together Movement

The main thing, of which we have had so many practical illustrations, is the necessity for all of the elements, all of the contributing forces, whatever they may be, to get together. Somebody said we were doing too much talking. That may be true in some cases. It usually is when we don't agree with the fellow who is talking. There is no doubt while we have free speech and must have it, that we have a bunch of fellows in this country who have been permitted to do entirely too much talking of the kind they have been doing. Some one has said, "Let us have a talk strike." But there is nothing in it. We don't want any talk strike. It hasn't been so long ago that we wouldn't talk together. Then we got to talking with each other, and now we want to make a little more progress and talk to each other. If we do that, we will get so close together that there won't be room between us for Bolsheviks and propagandists and petty politicians. We need to crowd those fellows out from between us.

Yesterday an illustration was given by Mr. Thelen in connection with the service of the railroads. For a long time we have had what amounted practically to a national operation of our railroads in one way, a nationalization of the roads, but not a national distribution of the equipment. We couldn't have the one complete without the other, but now we have, in a much greater degree at least, a nationalization of the equipment, and each road is not permitted to operate on its own basis, but must operate its equipment to pass on the lines of other roads, and thereby we get greater benefit from the equipment, a direct illustration of the benefit to be obtained by united action, which is another name for working together. When all good citizens realize their responsibility in all these matters of business, which is a service to the public, and when each man does his duty, then our troubles in this country and your problems as grain dealers will largely have been solved, and until that comes the problems will not be solved except possibly in a temporary way, which is just a delay in solution.

It is not necessary to say anything about the Government in a specific way in relation to the grain industry. I do want to say that the purpose of this Government, which defines its relation to every individual and institution in the country, should be to protect and promote individual opportunity. On that one thing more than all other things put together rests the present prosperity and the present satisfactory conditions in this country.

You are surprised because I say satisfactory conditions. Tell me what is the matter, anyway? Let us be frank about it. Who is getting badly hurt? Is there going to be more suffering in our congested areas this winter than last or the winter before? Are there more people now deprived of the necessities of living than before? Are there more people out of employment involuntarily than ever before? Who is getting badly hurt? High prices do not necessarily hurt anybody. I don't think they hurt half as much as low prices. The level of prices is not the thing; it is the proper relation of prices. If we had a proper relation of these prices, the level would not matter. Who is it that is getting badly hurt? The difficulty with all of us seems to be centering around the point that we are afraid of what is going to happen to us. The Government is you and I, and if we each do our duty, we are going to relieve beyond a measure which we can foresee those calamities we are sure are going to come in the future. An old gentleman of 70 years said that of all the calamities he foresaw coming to him, 97 per cent never happened.

To my notion the highest function of Government will have been fulfilled when it has provided every individual an opportunity to participate in a race in which he has an even start, and which is a fair race.

The grain industry is an important one. I say it is the most important industry in this country. It is well for us to take an inventory of the things that surround us. An old farmer became dissatisfied with the farm he had acquired and improved, and decided to sell out and buy one that suited him. He went to list his farm for sale, and gave the agent an accurate honest description of it. When the description was written, he asked the agent to read. He read it to him twice, and when the agent had finished the old man said, "Tear that leaf out of your

book. That is exactly the kind of a farm I was looking for." It was good for him to take an inventory of what he had.

Let us take an inventory at the present time. Some one has figured out that 6 per cent of the people of the world live in the United States, and that we have 7 per cent of the land area of the world; but with this small percentage of people on this small acreage of land, we produce 25 per cent of the entire world's wheat supply and 75 per cent of its corn supply, to say nothing of the other grains that are raised by the grain industry. That is what our grain industry means to the world. Of the three major grain crops, the farmers are producing 45 bushels for every man, woman and child in this country, and for the year ending June 30 there has been exported from this country products composed of grain, those things directly dependent on the grain industry, which amount to \$187.50 for every man, woman and child living within our borders. We can realize what it means to the world and to our people at home when something happens to the grain industry of the country. We see the wisdom in the Government giving careful consideration to the grain industry in this country.

This grain industry is composed, to begin with, of the farmer, of course. It is important that every business interest in this country lend in every way they can an encouraging hand to the farmers of the country, and especially to those who produce grain. If our agriculture is going to stay, and the grain industry to remain at the height at which it now



J. W. SHORTHILL

stands, some problems must be solved. Although agriculture has been so prosperous in this country during the past year, there was an emigration during the first eight months of this year of 38,222 people to the Dominion of Canada, and over half of them were farmers. And that in face of the fact that grain growing conditions have been so generally satisfactory in this country.

Another problem, of course, is the labor problem. I wonder if some of those advocates of the eight-hour day, Saturday half holiday, two weeks off in August, time and a half for overtime, really mean what they say. Do they mean that those conditions should be extended to and practiced by the farmers of this country, and if they agree to that, have they considered or placed an estimate on what must be the price of the farmers' products in order to enable them to stay in business on that sort of a basis. I wonder if those people advocating those things as labor conditions have taken that into consideration.

#### Farm Labor Conditions

I remember some farmers who did a very foolish thing, to my mind. They went to the state Legislature, and worked with organized labor to secure the passage of an 8-hour day bill, on the condition that the legislation should not apply to farm labor. You can't set aside a fact or condition by trying to cover it up by legislation, and any time you pass a law that makes labor conditions more satisfactory, the farm laborer all along the line is going to go and accept those conditions.

The great difficulty today with farm labor is the seasonal demand. Inventions in farm machinery have been along the line of labor saving in planting and cultivating crops. The average farmer in this country can plant and cultivate crops of grain far beyond his ability to harvest. He doesn't need the extra labor throughout the entire year in the production of grain. If we had not had in this country this great ability to produce grain in surplus of the needs of

the people producing it in such great quantities, where would the world have been in this world war. But this seasonal demand must be taken care of for the farmer in some way by the other industries of the country, if this surplus grain production is to continue. It must be done if it is necessary for the factories to shut down and make their repairs during that time, and let the laborers go to the farms and save the crops. If grain production in this country deteriorates to the level of production in those older countries, where a man has difficulty in producing more than his family needs, you know what that will mean.

Another problem is that of transportation. We must solve, at least to a degree, this pernicious, constantly recurring disaster of car shortage. I don't know how you are going to do it. I believe we have enough storage facilities at the present in our terminal centers. I do not believe those places should be more greatly congested, so we should unite to do everything we can to make it possible, attractive and popular for the farmer to increase his storage facilities on the farm, and to market that grain gradually, as it should be marketed.

Wheat is the great thing. Our wheat supply was the critical thing in connection with the war. Our wheat production must be kept up, and increased if possible. But what would be your feeling, if you had grown a fine crop of wheat and were unable to get labor to harvest it? A great many farmers are saying this, "We are going to adjust our farming operations as soon as possible to the place where we can take care of all this labor proposition ourselves, if it is possible." That is drifting toward the wrong solution of the problem, because it is not economic for the farmer to sit around with nothing to do and his plant idle for nine months of the year because he cannot get that surplus help for the other three months.

#### The Grain Buyers' Economic Service

Probably the next element in the grain industry is the grain buyer. There is a lot of talk about putting the middleman out of business. Some say they are not necessary. But I have known farmers to come into our office and say, "Where can we buy a car of corn?" They say "We would like to buy directly from the farmer and save the middleman's profit." I have said "I don't know. I know of concerns that handle corn and farmers that grow corn," and I gave him their names. He would come back and say "I called up all those farmers, and none of them were ready to sell. I called up the elevator man, and he said yesterday he had a car, but he sold it, and he will have another in a couple of weeks." I said "The thing for you to do is to go down to a grain merchant and he will furnish it to you, because he is in that business." That man was performing an economic service to the farmer, because the farmer had spent more money in railroad fare and hotel bills and telephone tolls, to say nothing of his own time, than the grain merchant would have charged to handle the car of corn. All the farmers' organizations can hope to do today is to fill that field, and fill it in that way, and if they succeed, they must do it better than you do, and if they can't do that, they can't succeed permanently.

I am not in favor of the farmers of the country handling all the business of the country, because I am not persuaded that it is the more economic thing to do. I notice at times the price a farmer puts on his corn, if there happens to have been a drought and he has the only crib of corn in the neighborhood. I am not roasting the farmer; you fellows will do the same thing when you have a chance. The farmer is no different from anybody else. What we want in this country is efficient business organization that is serving the public, and if that is not done properly by the men in business, they must step out of the way for some one else who can do it better.

#### The Proper Solution of Marketing

I have concluded that the proper solution of marketing is a good honest-on-the-square private concern; the co-operative store being there for the purpose of regulating in a reasonable way the margins taken, and the private concern being there for the purpose of injecting efficiency into the proposition. I do not think anybody has much ground to fear farmers' co-operative concerns. I have operated and managed several, and have learned in competition with other people that the hardest kind of competition I had to meet was the fellow across the way who always gave honest weights, fair prices and courteous treatment to his customers. I couldn't do anything to him, and, more than that, I didn't try. I had nothing to fear from the fellow who is up five cents today and down five cents tomorrow. And I know many places where these institutions are working together harmoniously and are giving the highest service to the community. It is the other fellows who build the co-operative institutions in this country. It is true that an idea has been started, which has rolled on and on, but the start has lain in the thing I have mentioned to you. There is a lack of the proper kind of service to begin with, and it is evidenced by the fact that there are many places in this country where there are private institutions serving the public so well it is impossible for a co-operative institution to succeed in that community.

But whatever comes or doesn't come, the thing for



us to do today is to work together in an open, frank, honest, constructive way.

Probably the next included in this grain industry is the miller. I need not comment on his efforts to develop to the highest point of efficiency his plant for the production of food. It is not necessary to speak of the exporter, who takes the surplus of the grain and holds it until there is a world demand for it, and then sends it to a foreign country. They are all necessary in this industry, and if we are wise, we will stand together, man for man, for the development of this grain industry, and cause it to contribute to the prosperity of this country of ours.

It is obvious to me that if the people of St. Louis find it is good to construct and operate a barge line on the river it should be the purpose of our Government to further and encourage in every way possible things of that nature. Economy should be encouraged in individuals, corporations or organizations of any other sort. Organizations should serve but one purpose, and that is as a means of communication. And any organization that does not make of its members bigger and broader men is not serving this country or its membership. We have some organizations that are stultifying individual opportunity; they are not assuming responsibility; they are not constructive, but are grasping and grabbing for all of those things of immediate benefit to them. An organization organized for that selfish purpose should not and will not prosper permanently. It should make of its members bigger, more broadminded and more liberal men. I am glad you set the stamp of disapproval on your members who do not measure up to high standards of business morality. I wish more organizations would exercise that sort of control over their memberships.

The attitude of the Government should be to further the grain industry, and the attitude of the grain industry should be to contribute to the progress and prosperity of the Government of our country. The Government has seen fit to take up the matter of standardizing the grain handled in this country. There are only two things to solve in that connection. First, are those standards practical, and, second, are they being faithfully and honestly administered? There were a lot of good grain standards scattered about, and the difference was not great but enough to make confusion. Any one of those might have been established, but some one had to be taken, and let us stand behind our Government, and make these things the best possible whenever they are offered.

#### Private Wires

I think the Government should give some attention to the practice of leasing private wires. I am not ready to say that the private wire business can be abolished without doing some injury, but I do not know but it can. But it is not fair to one grain merchant to compete at the rates and with the service the public has with some other dealer who has the exclusive privilege of, and the very advantageous rate of, a private wire operator. This should be carefully considered, because nobody in the grain industry will want any factor in that industry to have an advantage over any other factor.

As to the Government as a price fixer, about all I can say is that, if I understand them correctly, the farmers of this country have already had enough of Government price fixing. I think the farmer will be satisfied if he can sell his stuff at all times in the free and unhampered market on the basis of the world's supply and demand. But if there is anything in the idea that any power is being exercised to reduce the cost of living, and it has had anything to do with the recent reduction in the price of farm products, while the farmer is willing to accept a reduction in the price of his products, for he is anxious to see a reduction in the cost of living, wouldn't it be only fair and just, if there is any power that has been hammering prices, to let the prices of the farmers' products rest a little while and hammer some one else along the line?

We are spending a lot of money and time in going to Washington to take care of matters down there, and while we are gone the organizer is staying at home and organizing the malcontents in our absence. The only way to offset this proposition is for you and me and everybody else who wants to see this country be America for Americans and for those who want to be Americans, is for us to get into a campaign of organization that will counteract the campaign of organization the agitator is putting on, and we cannot solve that by going to Washington. It is a local proposition.

It has been suggested that the solution of the condition is increased production. That may be true, but there are a lot of people in this country who seem to have set their heads on the notion that they are not going to increase production. The thing we must do is to get behind those fellows, and show them the public is sympathetic to them, and help them in their stand to increase production, even if someone else does everything he can to get them to decrease production. When we all work together, we will get close enough together so that we shall be able to remove the fellow we have no use for in free America. We will be able to determine who this fellow is who doesn't want to be an American, and we will be able to handle him sanely in time of peace without waiting to handle him expeditiously in time of war.

**Mr. Metcalf:** I move you as an expression of the appreciation we have for the splendid and able address, the convention extend to Mr. Shorthill a rising vote of thanks. (Seconded by Mr. O'Bannon, and carried.)

**The President:** We have another treat before us this afternoon. Mr. Charles F. Curtiss, of the Iowa State College at Ames, Iowa, will speak to us on "Improved Methods of Grain Production."

#### ADDRESS OF DEAN CHARLES F. CURTISS

**D**O NOT be disturbed at the number of titles after my name on your program, for I am simply a humble, representative of the hundred million farmers the last speaker referred to. For 25 years my work has been with the men engaged on the farms in producing farm products, men whose products have made your business. And there is a mutual interest between the producer of farm products and the men who handle and dispose of them to best advantage. We have something in common. The producer of grains and meats represents about the only great producing agency of the country that has met every demand of the Government during the critical war period, fully, and delivered the goods on time. It is a record the farmer and your organization, the men engaged in handling the product, may well be proud of. What is to be done in the way of maintaining that production? What are the probabilities as to the output from the farms in the years to come? That concerns all of us. It concerns you; it concerns the citizens of the country interested in the high cost of living.

#### Inflated Values on Farm Lands

We have many new problems and conditions confronting us today, the immediate outgrowth of the



DULUTH WAS WELL REPRESENTED

war. We don't know just what they mean. One of the results is that we have \$500 an acre land here in the Mississippi Valley, something that few people thought possible within the lifetime of this generation; but it has been brought about as a result of the conditions during the war. Probably a number of factors have contributed to these advanced prices of farm lands. The most significant are the high prices that have been prevailing during the war for the products of the farm, and the assumption on the part of many that those prices will continue; that we are on a higher level of prices. And when this period of speculation started, many people were reasoning that those prices were always going to remain.

Then there is the assumption on the part of many that we can maintain the output of our lands, regardless of the conditions that exist, and that we will have these markets. And there is the factor of the depreciated purchasing power of the dollar. Real estate was one of the last commodities to respond to that condition, so far as our financial situation was concerned. People awakened to it rather suddenly, but some of these theories have been partially set aside already. The farmer has been brought to realize that the prices that prevailed during the war period were not permanent. Something has been taken from the price of hogs in the last 90 days, and something from the price of corn. These conditions will affect market values in that there is a close relationship between the price of hogs and of corn. Perhaps we have reached the bottom of the decline for the present, but it is inevitable that we are to go to a lower basis on farm products; and that must be considered.

But there was such a sanguine feeling about the value of farms, and they changed hands so rapidly at inflated values, that many farmers were swept off

their feet, and many sold their farms because they thought they couldn't afford to own them. And then they looked around, and in many instances the man who sold his farm came back and bought it back at a handsome advance. Many of the farmers in this region were sure, when their land reached \$100 an acre, that they couldn't afford to own it, and they disposed of it and went and bought cheaper land elsewhere. And then their land here advanced two or three times as much as the land they purchased.

In the early '90's, when I took up educational work, associated with Secretary James Wilson, who was at that time head of the agricultural work of that institution, we had one student studying agriculture, and the story they told was that the other boys were going to kill him, and another boy took the course, to save his life. That has changed, and they are coming in large numbers to all the agricultural colleges throughout the country, and those men represent the keenest, brightest minds we have, and they are going back to the farm lands of the Mississippi Valley to become not only successful farmers who will increase the output of that land, but leading influential citizens, taking an important part in the affairs of the country.

#### New Factors in Production

A number of factors entering into production are new. We have heard a good deal about gunning for the profiteer, but they haven't bagged many thus far. The farmer has felt the effect of it. His products have been the first to suffer depreciation, and when this is over I believe it will be the consensus of opinion that the way to get the profiteer is not by brass band methods. If he is violating the law and taking an undue share, he can be reached quietly and efficiently. The spectacular publicity method is not likely to reach the right man.

The situation as to production has many new angles. The products of the farm are certain to decrease in value before the cost of production decreases. The farmer is aware of that, and is willing to face that situation within certain limits, reasonable limits. I think we can depend on the fact that the products put out from the farm will decline in value before labor does, or machinery or the factors that enter into the production of those crops will materially decline. So the farmer is going to be faced with a period of narrowed margins and smaller profits, and he is willing to bear that if it is halfway equitable but he doesn't want to bear it all alone. The farmer doesn't strike for shorter hours, and doesn't curtail production to increase prices, but he may curtail production if there is not a fair margin of profit left in production. And if the production is curtailed while we are going through this readjustment period, it is likely to be done on that basis. So the men engaged, as this organization is, in dealing with the products of the farm, anticipating the future output, will need to consider that there are a number of disturbing factors.

The farmer is not altogether at ease at the evidences in other lines of industry for shorter hours and increased pay, and for higher cost of output of products in other lines of industry, and higher prices for all the farmer has to buy, while his products are declining. Eventually we will get these problems adjusted. How long it will take, or how serious the result of the transition period will prove, probably no one can anticipate at the present time.

There are other factors at work that tend toward better results in the output of our farms. In the region in which I am engaged, not many years ago the oat crop was looked upon as an unprofitable crop, and it was so. The farmers did not raise it because of the returns they got from it, but because it was an essential part of the system of rotation and of feed production to maintain the live stock. But conditions have been improved with reference to that crop very materially.

I speak of conditions in Iowa. Some of our men engaged in farm products work, and investigating methods of improving crop production, have been working along the line of selecting and developing better varieties of grain, and as a result they have developed some varieties of oats that have produced better results, more constant yields, and better quality, and after a period of years tests have been made in 85 counties of the state, aggregating 211 tests, showing an average yield of some varieties of four and one-half bushels per acre above the varieties of the grain in that locality. We produce annually about 500,000 acres of oats in the state. This increase of four and one-half bushels per acre means an increased production of 2,250,000 bushels, and at present prices it would mean something like \$2,000,000 increase in value. That variety of oats has become the leading variety of the grain in our state, and I am informed it is so also in Illinois. That has tended to make that crop a more profitable and stable crop. Similar work is being done with corn and barley and wheat. It has tended to increased production, greater certainty of crop conditions and increased value of products from the farms.

The greatest thing today in crop production is a more universal use of good seed. If every man engaged in growing corn and wheat and oats would use the best strains of seed, put it in properly and farm it with care, it would mean a great increase in



production. But this work of improvement is very slow.

Probably the greatest factor in live stock production has been the International Live Stock Exposition at Chicago, preceded by the state fairs of the leading states of the country. Men come to that exposition from all parts of this country and from many foreign countries, and they see demonstrations of the value of good blood, and many of them have been induced by the comparisons made there, where they follow the animal through the practical tests, to take back improved sires, and to go out and buy better stock for their farms. The result of that has been very apparent. This country has become recognized as a leader in producing high-class stock, so that it is in demand in foreign countries.

The International Grain and Hay Show

But we haven't any corresponding exposition in the line of improving grain production. National associations have been trying, but have not succeeded, and the shows held at state fairs have not assumed the proportions that they have in connection with the live stock. This year we are to have an international grain and hay show in connection with the International Live Stock Exposition in Chicago. That is due to the co-operation and backing of the Chicago Board of Trade, and I trust that show will have the co-operation, backing, influence and support, not only of that body, but of all similar bodies throughout the land and of this organization. It will be one of the greatest factors ever launched in connection with grain improvement; it will be a means of bringing the producer and the dealer closer together, it will be a means of your getting in touch with the men producing the products you are engaged in handling. You will be able to convince them that you are human, and have an interest in their problems, and there are many things you can work out together better than by working separately. It will be a means of getting better seed in use. This Exposition will be a great factor for the advancement of the grain industry, and because of the unfavorable circumstances the farmer may have to work under during this transitional period, you owe it to yourselves and to him to get behind this movement.

I understand there are premium lists here for distribution, and I hope you will take them with you and talk to the grain growers in your vicinity about them. If you men will inform yourselves about what needs to be done to better varieties of grain, to help the farmer clean his seed, to get it at the right time, and encourage him in better methods, it will come back to you a hundredfold. You can afford to get behind a movement of this kind, for it will mean a great deal to the resources and industry of this country.

Possibly it has seemed incongruous to hook up a grain exposition with a live stock exposition. I do not think there is anything inconsistent about it. There is a close relationship between the grain business and the stock feeders' business. It is true the great bulk of the grain is fed to live stock on the farms, and if that were not true, in a short time the farms would decline in production of grain. We can demonstrate in hundreds of instances that the largest grain output per acre comes from the farms that maintain the most live stock; and those are the most productive acres we have in the Mississippi Valley, and the more we encourage these industries, the better they will work out.

The War Taught Us Teamwork

One of the greatest lessons out of the war is teamwork. We never knew how to do it before as we did during the war, and that will be a great factor in the advancement of the interests of this country. The farmer is interested in the problems of readjustment, of labor and of production. The farmer is a combined capitalist and laborer. In my state the average value of the farms is greater than the average capital of the national and state banks, and a man who owns a good farm, well stocked and well improved, needs to be not only a good farmer but a good business man, and if he owns that farm, he is a capitalist, and has an interest in capital as well as labor. And generally the farmer and his family do a large part of the work on the farm. So the man that has that farm, representing \$100,000 on an average in our state, has to be a somewhat different farmer from that of a few years ago. Here is the farmer with his \$100,000 invested, and now his products have declined in the last 90 days from 25 to 40 per cent, and no one knows how much more the decline will be, and no one knows how high the things the farmer must buy to operate that farm will go. So he needs your help; he doesn't ask for sympathy, but he would like to have you meet him and help work out these problems. So get behind this National Hay and Grain Show in Chicago this year. It can be made the greatest event for increased production of our grain than anything ever started. No great progress has ever been made in the improvement of any farm product where we haven't resorted to comparing the best products from our farms, and making use of those products, taking that seed back, using it where best adapted, and distributing it over the country. I believe you will get behind this and will use it as a factor in building up your own business and making more prosperous the farmers and business men of your community. I thank you.

Mr. Scott: I move you we extent Dr. Curtiss a vote

of thanks for his instructive and entertaining address. (Seconded by Mr. Sager, and carried.)

Mr. Scott: It has been suggested that this Association take part in the big show in Chicago in November, and that we offer a suitable prize for grain. I move that the matter of giving a prize at this show be referred to the Board of Directors, with power to act. (Seconded by Mr. Booth, and carried.)

The President: The next is report of Committee on Trade Rules, Mr. F. E. Watkins, Chairman.

REPORT OF THE TRADE RULES COMMITTEE

BEFORE taking up the usual and routine work of the Trade Rules Committee, we wish to present for your consideration the subject of the Uniform Confirmation. Growing out of the discussion of this matter in the convention at Milwaukee last year,



A POPULAR EX-PRESIDENT AND HIS WIFE

President Goodrich arranged for a joint conference which was held in Chicago on January 15, Mr. Adolph Kempner representing the Council of Grain Exchanges; Mr. Steinhart, The National Council of Farmers Co-operative Companies; the chairman of this Committee, the Grain Dealers National Association.

Preliminary to this conference Secretary Quinn had addressed several hundred members, chosen at random, asking for specimen copies of their confirmations. As might be imagined the forms received were found to vary in size, color and make-up—many of them quite forbidding in appearance because of the numerous conditions in fine print on one or both sides. After a brief study of these forms the con-



F. B. TOMPKINS, LOUIS MUELLER, J. J. KING

ferees decided that it was out of the question to reconcile them and make a composite form which would be at all satisfactory to the trade.

The Uniform Confirmation Blank

Therefore, attacking the problem from another angle, they started with the necessary and fundamental features which enter into the make-up of any complete confirmation and, later, upon comparison with the "Uniform Confirmation Blank" long ago published by this Association found that with slight alteration it would meet the requirements, as it embodied all these fundamental features. The modifications suggested consisted of: The addition of the words "conversation" and "phone" in the first line of the confirmation proper, and the arrangement of the clause relating to the rules to govern the contract at the close of the confirmation, so as to permit of the words "Trade Rules of the Grain Dealers National Association" being replaced by the clause "Rules and requirements of the ..... (Board of Trade) and its Directors."

It was found that many of the exchanges and other grain dealers were using a simple form of confirmation, similar to the above, but that many dealers were confirming by letter or failing to confirm at all. The

minority of the dealers, according to the specimen confirmations furnished us were using more complicated forms, in which a large mass of fine printing was incorporated. In many cases this fine print merely recited a greater or less portion of the rules of some exchange, or of the Grain Dealers National Association, and therefore, would be superfluous in view of the form of confirmation above recommended.

At the annual meeting of the Council of Grain Exchanges on January 16, an amended form, which follows the form recommended in the conference rather closely, but with two important modifications, was recommended to member exchanges. (See copy of Mr. Kempner's Report attached.) It is this latter form which has been largely considered by the exchanges and affiliated associations and other organizations, with the following results, as compiled by Secretary Quinn:

Adopted or approved by: Chicago Board of Trade; St. Louis Merchants Exchange; Indianapolis Board of Trade; Cleveland Grain & Hay Exchange; Toledo Produce Exchange; Baltimore Chamber of Commerce; Peoria Board of Trade.

The Philadelphia Commercial Exchange recommended use of the form "whenever it is possible."

The Terminal Elevator Association did not accept the form, nor have the affiliated associations adopted it. The co-operative companies are still considering it.

The following rejected the confirmation for various reasons: Savannah Board of Trade; Richmond Grain Exchange; Kansas City Board of Trade; Minneapolis Chamber of Commerce; Memphis Merchants Exchange; Milwaukee Chamber of Commerce; New Orleans Board of Trade; Omaha Grain Exchange; Wichita Board of Trade; Boston Chamber of Commerce.

Trade Rules Queries

Your Trade Rules Committee has been fairly busy during the past year replying to numerous inquiries relating to the trade rules, and laws and customs governing transactions in grain and feed. It is not necessary to take up the time of this convention in an analysis of the type and character of these inquiries, since those of you who have been sufficiently interested are familiar with their general trend, having read the questions and replies as printed in the columns of *Who Is Who* from time to time. It has been a matter of some surprise to the Committee that so few criticisms of these replies have been offered by members of the Association, in view of the fact that many of the questions were not exactly covered by rule and that there existed in many cases plenty of ground for contrary opinions. It must be borne in mind that these queries are often based on either hypothetical, prejudiced, or incomplete premises and that it is sometimes difficult to give an unequivocal reply.

The marvel is that our rules do apply so exactly and universally to the conduct of the grain business, and that if they are constantly held in mind and observed, a large percentage of the unnecessary misunderstandings and disagreements in the trade are avoided. While the work of the Arbitration and Trade Rules Committees is increasing as our membership grows, the comparatively small number of transactions which find their way into litigation or arbitration is infinitesimal, compared with the total transactions which are completed without difficulty.

To expedite the work of our Arbitration and Trade Rules Committees, we recommend that serious consideration be given to the matter of publishing all arbitration decisions rendered to date (with provision for future decisions) in book form, with special attention to thorough indexing. The members of these committees are giving generously of their time to the Association and they should have all assistance possible in their work. Beyond this consideration, however, appears the value, to all of us, of such a compilation of precedents, supplementing and illuminating our trade rules, and assisting us to avoid the rough and thorny places in the conduct of our business.

Proposed Amendments

Growing out of the work of the Arbitration Committees for the past year and in most cases at their suggestion, we are offering several amendments to our existing trade rules for the consideration of this convention. We hope these proposed changes will have your careful and thoughtful consideration, as we will not wish to write anything into our rules which is ill-conceived or unnecessary.

REPORT OF THE UNIFORM RULES COMMITTEE OF THE COUNCIL OF GRAIN EXCHANGES

The Uniform Rules Committee respectfully submits for your approval the suggestion that the form of contract below be used in all transactions in the purchase and sale of cash grain, whether between members or between members and non-members:

.....191..

We herewith confirm purchase from you of.....

..... cars  
..... Bushels  
Of .....  
..... per 100 lbs.  
At ..... per bushel net.....  
..... per ton

less charges for car inspection, for weighing and for State Inspection:..... Terms,  
For shipment .....  
Bill to Order .....  
Not to .....  
Subject to the rules of the .....  
and the regulations and requirements of its Board of Directors.



Off grades, if merchantable grain, to apply on contracts at market differences on arrival.

If any part of the contract remains unfilled at expiration, the buyer reserves the right without further notice to the seller, to extend time of shipment, to cancel the contract, charging loss of the cancellation, if any, to the seller, or to buy same for seller's account. Manifest errors excepted.

(Duplicate to read) Per.....  
Accepted and approved:

Your committee recognizes the inherent right of parties to make special contracts, and therefore suggests that instead of making use of this form mandatory, the secretaries of the different exchanges be instructed by the Council to recommend a confirmation as nearly in line with the above form, except that the clause "Subject to the rules of....." and the regulations and requirements of its Board of Directors," shall appear on the face of every confirmation.

Adolph Kemper, Chairman.

**Mr. Scott:** Why was this gotten up, with the idea of including or covering both sale and purchase?

**Mr. Watkins:** It should.

**Mr. Scott:** The last clause in regard to contracts which remain unfilled at expiration would conflict with the rules of our Association, and we could not approve it.

**Mr. Watkins:** That is true. There would be a conflict there unless we changed our rules.

**Mr. Bell:** The statement there as to state inspection, that would not apply in all markets, because all markets do not have state inspection.

**Mr. Watkins:** The Chicago form was the basis of this.

**Mr. Scott:** I like the old form much the better of the two.

**Mr. Watkins:** I think any action should be on the basis of the previous form, because it is more universally applicable. I would recommend that we go back to our original form.

**Mr. Scott:** I have had considerable experience in reading arbitration papers, and I have observed that many of our troubles grow out of misconstruction of contract. We do need a uniform confirmation of purchases and sales. It is manifestly unfair for a seller to hire the best attorneys he can get to study out the clauses and all the laws and rules to benefit that seller when he makes the contract. It is unfair to expect a purchaser in the rush of business to sign a contract of that kind when he has not been a party to making it. Hence the necessity for a uniform confirmation. I doubt the possibility of improving on the form formerly adopted and approved by the Association, and therefore I move we retain our present form of confirmation of sale and purchase without changes. (Seconded by Mr. Sager.)

**Mr. Hutchinson:** Have the results of your investigation and communication led you to believe that a considerable part of the trade would adopt any uniform confirmation?

**Mr. Watkins:** I did not like to answer that question. It is going to be very difficult to standardize the confirmation. Too many of our members are not using any confirmations whatever. We would take a long step in advance if all of them would confirm in any way, or if they would accept any reasonable form. The more simply you can make your form, of course the better. I am in favor of Mr. Scott's motion, but that it be modified so that the exchanges can use it. We do not want everything settled on the basis of the National Rules.

**Mr. Scott:** I should be glad to accept that.

**Mr. Bossemeyer:** We happened to be the first firm in the United States to adopt the old form. We have used it all these years, and I have secured the consent of a number of dealers to use it.

**The President:** The fact so many were not using confirmations, and that there was such a multiplicity of them, made us think perhaps by getting the different associations together, we could get some sort of uniform confirmation.

**Mr. Strong of Wichita:** Many dealers hang onto their own forms, because the National Rules are not as complete as some want. They do not cover many vital points. We don't want to burden ourselves with too many rules, but it is better to have too many than not enough. The rules serve two purposes: First, as a guide for dealers to keep them out of trouble; second, it makes it easier for the arbitrators to decide cases of dispute. If we could get a few more rules in the National to cover vital points that come in controversy, then a uniform contract based on those rules would be adopted by many more dealers. (Mr. Scott's motion carried.)

(Mr. Watkins reads further from the report on Trade Rules.)

#### Proposed Amendments To the Trade Rules

(NOTE:—The words in capitals indicate the proposed changes.)

**Rule 10. Sample Grain:** It shall be the duty of the seller of grain by sample to furnish grain fully up to sample. THE WORD "SAMPLE" USED IN THIS CONNECTION SHALL MEAN A PORTION OF THE SHIPMENT, OR OF THE LOT FROM WHICH SHIPMENT IS TO BE MADE, AND MUST REPRESENT THE IDENTICAL GRAIN SHIPPED OR TO BE SHIPPED. THE WORD "TYPE SAMPLE" SHALL MEAN SAMPLE OF LIKE CHARACTER BUT NOT NECESSARILY IDENTICAL IN ALL RESPECTS WITH THE GRAIN SHIPPED OR TO BE SHIPPED. Shipments rejected on account of quality, shall be compared with the sale sample, by either the Inspec-

tion Committee, or some other duly authorized or agreed committee of the market in which such rejection is made, and the finding of said committee shall be final. Should the finding be in favor of the buyer, the buyer shall at once notify the seller, by wire, and it shall be the duty of the seller to make satisfactory adjustment with the buyer within twenty-four hours; at the expiration of which time, if not adjusted, the shipment shall be subject to the order of the seller and it shall be the duty of the buyer to buy-in, cancel, or extend the defaulted contract and notify the seller of his action. Should the buyer and seller fail to arrive at a basis for adjustment that would enable the buyer to handle such grain not up to sample, and should said grain be finally rejected, it shall be the duty of the seller promptly to reimburse the buyer to the full amount of money advanced on such a shipment so rejected.

**Mr. Bell:** As to this matter of type sample, I am wondering about barley. Grades do not enter to any extent in the handling of barley. It is largely sold on sample, and I think two of the rules here would complicate the matter. In deliberating upon a type sample, there comes under consideration the soundness, weight and color, and very seldom the character of the barley. In North Dakota and northern part of Minnesota fine barley is raised, but it doesn't malt as well as the grades raised farther South. A sample made up of Northern barley may correspond to a sample made up of the more mellow barley, but when it comes to brewing, they are entirely different; or there may be a mixture of flinty barley and mellow barley which will correspond to a type sample of the mellow barley, but would not work well. A shipment of barley could be made from the Northern territory which would fulfill the words under the specifications in this rule, but make a big difference to the buyer.

**Mr. Watkins:** Wouldn't that be true without this amendment?

**Mr. Bell:** I should say it was best not to have a type sample, simply a sample. Let the buyer furnish a sample of the grain. Then there could be no question. This applies largely to barley; it may not apply to anything else.

**Mr. Booth:** I think this insertion would straighten out the mix-up, and give us a better situation. There is a lot of business done between markets on exact samples. Then there is another class of type sample. We do a lot of business under the two methods of trading, and as we do have the two methods, I think this is a good proposition.

**Mr. Green:** I have been in arbitration and appeals work, and I think this is an excellent addition to Rule 10. It clarifies the thing, and won't do anybody any harm. I move the adoption of this rule as amended at this time. (Seconded by Mr. Sager, and carried.)

(Mr. Watkins then read the proposed changes in carload weights as follows:)

**Rule 32. Carload:** A carload shall consist of bushels as follows: Wheat, 1,000 (1,100); shelled corn, MILO, MAIZE, KAFFIR CORN, AND PETERITA, 1,000 (1,100; ear corn, 700 (700); rye, 1,000 (1,000); barley, 1,000 (1,250); oats, 1,500 (1,600); Provided, That rules of carriers lawfully on file with the Interstate Commerce Commission or State Railway Commissions provide for minimum carload weights in excess of the above, such minimum weights shall constitute a carload within the meaning of this rule.

**Mr. Daniels of St. Louis:** How much is a bushel of kaffir corn?

**Mr. Scott:** Fifty-six pounds.

**Mr. Daniels:** In Texas and Oklahoma most of them don't know how much a bushel of that stuff is.

**Mr. Watkins:** We figured it was 56 pounds. Most of the Eastern markets handle it in that way.

**Mr. Ferguson of Ft. Worth:** In our territory practically all of the lighter capacity cars are utilized for the purpose of transporting merchandise; consequently in the interior points where this stuff originates the 80 and 100 cars are the ones commonly furnished for the loading of grain shipments. With that situation I do not think this rule is quite right as it stands.

**Mr. Scott:** This is simply to establish a basis of settlement, and not to compel a man to load any particular amount into a car.

**Mr. Ferguson:** Suppose you sold five cars, and the market declined 50 or 60 cents a hundred, the buyer might avail himself of the opportunity to refuse to accept more than 280,000 pounds of milo maize, for instance.

**Mr. Scott:** I think that is so.

**Mr. Dumont of Detroit:** Concurrently with this shouldn't we think of Rule 4, which makes it mandatory that the surplus shipped shall be accepted at the market the day after the unloading of the last car involved. If a party sells one car here, and it arrives or is invoiced containing even five or ten bushels more than this minimum, it is then mandatory that that car be unloaded and accounted for according to the market the day after the unloading is accomplished. The Detroit Exchange objects to that in the present rules. It has been the cause of more unfair "justice" than any rule you have established. That doesn't concede to the receiver the same degree of privilege when there is a surplus involved that he

has when the entire shipment is a consignment. If he has a 50-50 interest in that surplus car, he can't sell that car on track, and thereby dispose of his half interest in it as he chooses, to his best possible advantage, advising the shipper accordingly. He must put that on track somewhere, and dispose of it the day afterward. Rule 14 is entirely too mandatory.

**Mr. Watkins:** That rule follows most of the rules in the terminal markets.

**Mr. Dumont:** It doesn't fit your smaller market, such as Detroit.

**Mr. Derby:** We have a rule which we offered to our Association, but did not intend to bring up here at this time. I might read it, if you will let me. "(a) When bushels are sold and the size of cars to be loaded is not mentioned by the buyer, it shall be the privilege of the seller to load cars of a size suitable to his convenience; the seller to answer to the railroad for the fulfillment of their minimum weight and requirements. (b) When a certain number of given capacity cars are bought at a given price, it shall be the duty of the shipper to ship the given number of cars loaded to the capacity contract specified."

**Mr. Watkins:** Mr. Ferguson, you evidently haven't read the remainder of this rule with regard to your large cars. I think that is taken care of.

**Mr. Ferguson:** My suggestion would be that if you are fixing something here to cover the case of controversies, it be so worded that in case of controversies arising between members, the carload of milo maize, kaffir and wheat shall be whatever amount is agreed upon.

**Mr. Watkins:** I think the sure cure for that is to sell pounds or bushels.

**Mr. Ferguson:** That is a sure cure under normal conditions, when you can anticipate your car requirements, and get the kind of equipment you order, but now you order whatever kind of car you please, and the railroad company will give you whatever capacity they choose.

**Mr. Watkins:** I think the only way is for the seller to state in individual contract what he wants. If you are going to make something special, write it into your contract.

**Mr. Scott:** What would be the result if the gentleman from Texas should sell me a carload of maize, and should ship me an 80 capacity, say 90,000 pounds of maize. The market declines a \$1 a hundred. Wouldn't I be within my rights if I took in the excess of 56,000 at the market value?

**Mr. Watkins:** What would be the minimum?

**Mr. Scott:** Forty thousand pounds. Unless in buying and selling we confirm the capacity of the car we are selling, there will be trouble. If Mr. Ferguson sells me five cars 60,000 or 80,000, then there wouldn't be much chance for argument, but if single carloads are sold, you will have disputes. No one ships 1,000 bushels of maize or kaffir now or of wheat; we ship 60,000 or 80,000 or 100,000.

**Mr. Watkins:** I presume if that rule were the only one that operated in that case, that would be the situation.

**Mr. Dumont:** In receiving acceptances it is common to be requested to take a car or two. That is the last you hear from the shipper. You can confirm it any way you please. There are cases where silence has means a decision to take advantage subsequently. The shipment is made immediately, and then I submit Rule 14 is complicated, because there begins the surplus question, which is unfair to a receiver because he may not be able to sell that car in the same manner demanded of him in order to get protection for his surplus. Does this not bring up the continuous question of surplus?

**Mr. Watkins:** Surpluses of course result from over-shipment.

**Mr. Dumont:** I confirm to a shipper that has requested us to take two cars, but he ships some other size, and doesn't accept my confirmation. The receiver is not considered in this proposition.

**Mr. Scott:** The purpose of this rule is to take care of large contracts. For instance, if you sold 10 carloads of wheat, and should ship seven box cars, and would ship 100,000 bushels, then he has fulfilled his contract under this rule. For that purpose this rule has its advantages and is commendable; but when a single car is bought or sold of maize or kaffir or any of the grain sorghums, the only safe way is to specify capacity of the car you are selling.

**Mr. Booth, of Chicago:** What is the reason for keeping these amounts so small? Is that figured out in connection with the minimum?

**Mr. Watkins:** It is a minimum proposition. In connection with that we should be considering minimums as stated on all these grains. I think they should be moved up at least to the classification figures. (Motion carried.)

**Mr. Scott:** I move the Committee's recommendations as to these changes be accepted. (Seconded by Mr. Green, and carried.)

**Mr. Watkins:** The next is Rule 38. The arbitration committees have had much trouble on this. Some dealers hold a car a week, and then open it and find the car not in good condition. I think there is a necessity for this rule. (Mr. Watkins read the new rule governing condition upon arrival as follows.)

**RULE 38. CONDITION GUARANTEED UPON ARRIVAL:** WHERE GRAIN IS SOLD WITH CONDI-



TION OR GRADE GUARANTEED AT DESTINATION IT SHALL BE THE DUTY OF THE BUYER TO ASCERTAIN BY INSPECTION OR OTHERWISE THE CONDITION OR GRADE OF THE GRAIN WITHIN FORTY-EIGHT HOURS AFTER ARRIVAL AT DESTINATION. IN CASE THE BUYER FAILS TO ASCERTAIN THE GRADE OR CONDITION, AS PROVIDED ABOVE, HE SHALL WAIVE ALL RIGHTS UNDER THE GUARANTY OF THE CONTRACT. DIVERSION OF THE SHIPMENT BY THE BUYER TO SOME POINT BEYOND THE BILLED DESTINATION SHALL CONSTITUTE AN ACCEPTANCE OF THE GRAIN AND A WAIVER OF THE GUARANTY.

**Mr. Dumont:** What constitutes arrival?

**Mr. Watkins:** That would have to be governed by the rules of the particular market. This covers shipments mostly to country points, and I imagine it might vary greatly in different places.

**Mr. Dumont:** There are so many cases in our intermediate markets where cars are not set on inspection tracks within that number of hours.

**Mr. Scott:** The Arbitration Appeals Committee went over this rule carefully. We had several cases growing out of these points, and I think the rule is good. I move the adoption of Rule 38. (Seconded by Mr. Green.)

**Mr. Booth:** We have had a lot doing on this question in Chicago recently. Each exchange has different rules on this point. Chicago is different from any other exchange, I think. This, I understand, will be just the interior business, and it seems to cover that, while the terminal market will be taken care of by the rules on each exchange.

**Mr. Watkins:** That is pretty largely so.

**Mr. Strong:** I would like to add to the latter part of this rule "where not otherwise provided in the contract." Many of us have to provide otherwise,

even turn the draft down. The right for you to collect a debt through whatever agency you choose to present it to me should not be questioned by the party who owes the debt. (Amendment seconded by Mr. Danner and carried.)

**Mr. Dumont:** Is the spirit of this suggestion to cover nominal collection charges or discrepancies in exchange? This Canadian situation should not be ignored by this body. It involves \$50 or \$75 a car, and you should not lightly put "exchange" in there unless you mean it.

**Mr. Green:** Do you think that the word "exchange" is really necessary? We shouldn't do anything that will make trouble in any direction, if we can help it. I would suggest we eliminate the word "exchange."

**Mr. Dumont:** I would like to see the word "nominal" put in there, "nominal collection charges."

**Mr. Watkins:** Suppose we restore this wording, and put in a proviso that this shall not apply to any but domestic shipments.

**Mr. Scott:** I suggest we insert the word "domestic" preceding "drafts".

**Mr. Green:** I think this is a good suggestion.

**Mr. Dumont:** I would second that. (Motion carried, and Rule 39 as amended adopted.)

**Mr. Green:** I move we adjourn. (Seconded by Mr. Booth, and carried.)

## The Banquet Session

**President E. C. Andrews, of the Merchants Exchange of St. Louis:** I want to say to you, Ladies and Gentlemen, that it was very difficult to get a toastmaster for this banquet. We tried here and we tried there,



A SNAP-SHOT IN THE OFFICES OF TOBERMAN, MACKAY & CO.

because some dealer does not accept the shipment, and we may want to forward it two or three stations beyond.

**The President:** This only covers cases where it is not provided in the contract. (Motion carried.) (Mr. Watkins read Rule 39 as follows:)

**RULE 39. EXCHANGE AND COLLECTION CHARGES:** IT SHALL BE THE DUTY OF THE BUYER TO SOME POINT BEYOND THE BILLED CHARGES ON DOMESTIC DRAFTS, WHEN THE TRANSACTION IS MADE "TRACK POINT OF SHIPMENT." IT SHALL BE THE DUTY OF THE SELLER TO PAY SUCH CHARGES IN ALL OTHER CASES.

**Mr. Watkins:** I move the adoption of Rule 39 as printed. (Seconded by Mr. Green.)

**Mr. Danner:** This rule will change the form of handling the business of the entire organization. I cannot understand why a buyer at any time should pay the seller's expense of collection. I think it would be better to change the rule to read "It shall be the duty of the seller to pay all collection charges."

**Mr. Dumont:** There is an international phase introduced by this suggested amendment. There is a vast discrepancy between Canadian money and ours, and I think this would give rise to complications and is in conflict with exchange rules now existing covering that matter. It is customary to sell grain into Canada delivered, but it is customary for the buyer to pay the exchange to the seller on the forecast of what the rate of exchange will be.

**Mr. Watkins:** This demand comes from the Western and Southern trade, and it is just a question which part of the trade will have to cover this by special contract.

**Mr. Dumont:** But this may give rise many times to evasion of contract.

**Mr. Danner:** I don't believe the organization wants a rule like that, because this rule would prohibit a person from making the kind of contracts he wants to make.

**Mr. Scott:** I will offer an amendment as introductory to the rule, "The inherent right of the seller to collect his drafts through the bank of his choice shall not be questioned." Some dealers, if a draft comes through a bank, and they do not like the banker, sometimes

but finally we located the premier toastmaster of the world, the most unmitigated monumental story teller of the world.

It seems that one of the functions of a toastmaster is to tell a good story. This gentleman has had a most preoccupied air for days. He has told every story he will tell to you to all of us on the Merchants Exchange. They will be new to you, but old to us. He is an ex-president of the Merchants Exchange, ex-president of the Council of Grain Exchanges; he is a celebrated golf player. I have known him to come with a panful of wheat in his hand, and say: "Wait, I will tell you this story, and then I will sell you this car of wheat." And we would say: "We will give you a cent more if you don't tell us the story," but he wouldn't, he would tell the story anyway. With all of that, we love him. He is a prince of good fellows; he represents one of the liveliest commission houses on our floor; his example is worthy of emulation. I take pleasure in introducing Mr. John L. Messmore, premier toastmaster of the world.

**Mr. Messmore:** After listening to that introduction I feel like the man about to be hung. After bidding farewell to the hangman and the sheriff, he winked at the preacher and said: "I will see you later." This is the second dry banquet I have attended this month. Sometimes we can take things in by absorption. President Andrews has been suffering from toothache, and the doctor told him to hold in his mouth a drop of that which Mr. Dooley says "cheers the Dimmycrats but inabates the Republicans." Like the Irish woman to whom was made the same recommendation, he said: "Do you suppose it will stay in my mouth?"

I have absorbed more of this than I suspected. I am something like a Swede up in the Northwest, who went to a certain barkeeper and said: "Aye want a bottle of squirrel whiskey." "I haven't got any squirrel whiskey, but I can give you a bottle of Old Crow." "Well," said Ole, "Aye didn't want anything to make me fly, Aye shust wanted to yump around a little."

After Andrews and Governor Francis have been talking to me as much as they have during the dinner, I can appreciate the situation of Casey who had been sick in bed for a couple of weeks at home. Hennessey came to see him, and he drew his chair up to the bed, and said: "How are ye feelin'?" "What did ye

say?" said Casey. "How are ye feelin'?" "What did ye say?" And Hennessey shouted: "How are ye feelin'?" "Can ye hear that?" Casey said: "Yes, I heard ye, but I've been flat on me back for two wakes with niver a drap to drink, and the smell of your breath is loike a zephyr from Hivin'."

When the great war was started in Europe, all eyes were turned toward the Russian front. Everybody was anxious to hear from there, and our newspapers published bulletins giving the progress of the army. I remember hearing two Irishmen, standing before one of the bulletin boards. The bulletin said: "General Kuropatkin's retiring." A little farther down: "Kuropatkin again advancing"; and at the bottom: "Kuropatkin in statu quo." Mike turned to Pat and said: "Pat, what does that mean by 'statu quo'?" Pat says: "I can't give you the exact definition, but it manes he's in a hell uv a fix."

About sixty-nine years ago in the great State of Kentucky, there was ushered into this world a fair-haired baby boy, who doubtless brought tears of joy to a happy mother. With tender care she watched him grow to manhood. At an early age he showed a business sagacity that afterwards made him one of the merchant princes of the world. At the age of sixteen he came to St. Louis, and entered Washington University, from which he graduated with high honors. He entered the employ of his uncle in the commission business, but soon outgrew it and started in for himself. In a short time he developed the biggest grain and exporting business in the West. The merchants of the St. Louis Merchants Exchange made him their president; St. Louis elected him mayor of the city on the Democratic ticket in a city normally Republican. President Cleveland called him into his cabinet as one of his advisers; the people of the great Commonwealth of Missouri elected him Governor. He organized and carried to a successful issue the greatest world's fair ever held. President Wilson sent him as Ambassador to Russia, where he performed great service at the Court of the Czars, and later at Petrograd during the perils of the revolution and soviet government. The situation called for rare judgment and most prudent action. The United States was fortunate in having so strong a man in that important position. To pass through it safely with credit to himself and his country required a strong man, thoroughly impregnated with the American spirit. When the history of our diplomatic corps is written, it will contain no brighter chapter than the story of our own beloved David R. Francis, whom I now have the honor of presenting to you.

### ADDRESS OF HON. DAVID R. FRANCIS

I HAVE no intention of neglecting the ladies, because I have never been accused of that. I agree with the president of the Merchants Exchange in saying that the toastmaster is the premier of the world. His introduction reminds me of an experience I had when elected president of the Merchants Exchange. I was elected by a small majority after a spirited contest in 1884. A crowd was assembled around the rostrum in the present building, and they called upon me for a speech. I tried to hide, but I was found and taken to the stage. I made a few remarks, very feeble ones, and in my fright made a poor effort. I continued to make poor efforts, notwithstanding the next year I was elected mayor of St. Louis and the next year governor of Missouri. I never rose to my feet before an audience that I didn't begin to speak with great trepidation. As I had to make a number of speeches almost daily during the World's Fair of 1904 I got gradually rid of my embarrassment, and in rising now I feel no trepidation, but I am sometimes at a loss to know what to say. It is not so on this occasion. I started in the grain business 42 years ago the 30th of last April, and founded a house on the Merchants Exchange which is now doing business at the same old stand.

When I went to Russia I was asked: "What was your last post, Mr. Ambassador?" I said: "What do you mean?" "The last post in which you served in the diplomatic service." I said: "This is my first place." "What is your occupation?" I said: "I am a professional business man and an amateur officeholder." I should have said a professional grain dealer and an amateur officeholder.

### A Training in Speechmaking

This occasion reminds me of another experience I had. I was president during the whole World's Fair and for two or three years before that, and I still am president of the organization. Upon one occasion the directors of the Fair Association were invited to Chicago by the Press Club. This was the first meeting of the Press Club, and the toastmaster said he was so frightened he was going to jump out of the window. The Director of Exhibits sitting on his left said: "If you do, I'll follow you." I was sitting on the right, and Mr. Patterson, one of the business men of Chicago, was sitting on my right, and it fell to him to introduce me to the audience. He previously asked me what I was going to talk about. I said: "I don't know, because I hope to get inspiration from you and those who precede me." He said: "I am unaccustomed to public speaking." The toastmaster didn't relieve his embarrassment, but spoke about half a minute, and then introduced Mr. Patterson to introduce me. He said: "Mr. Toastmaster and Gentlemen," implying the toastmaster was not a gentleman. A newspaper man in the audience said: "That means



us." He said: "I shall detain you but a few moments," and they said "Good, Good, Good." He hesitated about half a minute, and some young man in the audience said: "Go on; I'll stand it if the rest will." He introduced me and took his seat. They were respectful to a guest, and didn't disturb me, so I made a few feeble remarks and took my seat.

I had another experience with another friend of mine in this town who has since joined the great majority. We were going into a farm-house one night after dark in the wintertime. The house set far back in the yard, and a dog came out and barked. We shouted to the man in the house, and he came to the door with a light. He said, "Come in." We said, "Call off your dog." He said, "He won't bite you if you aren't scared," and my friend said, "I'm bit already." I am scared already.

The toastmaster said, among other things about me, that I was a merchant prince. That reminds me of another story. I was called upon four or five years after I went in business, and a friend of mine said, "Dave, you have been very prosperous, haven't you?" I said, "I don't know whether that is true. I couldn't be called prosperous." "Well, you have done very well," I said, "I started in business five years ago with \$500." He said, "What are you worth now?" I said, "Now I owe \$100,000."

#### A Grain Dealer First

I am proud of being a grain man. I am especially proud to be one of your comrades, because I do not know any class of men in this country whose business has been interfered with to the extent that yours has, and those of you who did not enlist deserve credit for your contribution to the success of America and our Allies. You didn't complain, notwithstanding your business was interrupted. You always bore a cheerful countenance. I remember thinking of you when I was in Russia. I said, "The grain men of the United States are undergoing severe hardship; they are confronted by great difficulties, but they will surmount them." And I am proud to say that you did surmount them.

Every other class of business in this country that was interfered with—and none was interfered with as yours was—has had the restrictions removed. Even the Army has been demobilized. But the grain men of the country have restrictions placed upon them, and they are not complaining. That is true patriotism. Show me a man in the grain business, and I will show you a good citizen.

You haven't only borne your restrictions without complaint, but a man which distributes the grain of the country, which is the food of life, is entitled to as much credit as he who grows the grain.

I was never so impressed with your work as I was in Russia. That immense country is a great grain producer, as you know. When I was in the exporting grain business, I always watched the Odessa market. But more people have died from famine in that immense country of Russia than the number of Russians slaughtered in the war, and Russia lost more men in the war from death and disease, notwithstanding she withdrew from the struggle before it ended, than did any other country participating in the war. Russia lost over 2,000,000 men in that contest. But the people that have starved to death in Russia since the Bolsheviks came into control of the Government two years ago will exceed 2,000,000 souls.

#### The Bolsheviks

To what is this attributable? To Bolshevism. Nay, that is not all. That is only a part of the crime the Bolsheviks have been guilty of. The Bolsheviks withdrew Russia from this war one year before it ended, and thereby caused the killing of at least 400,000 men of the British, French, Italian and American armies, more than would have been killed if Russia had lived up to her obligations to her Allies.

I went to Russia under the Imperial Government there and served as American ambassador 11 or 12 months at the Imperial Court. The abdication of the Emperor brought the provisional government into power. I recommended to my Government the recognition of that provisional government, and I was the first ambassador to recognize it, notwithstanding France, Great Britain and Italy were the allies of the Russian Government, and had ambassadors in Petrograd. I recognized the provisional government on the 22d of March, 1917. The provisional government was in the saddle about eight months. One of its first acts was to issue a decree pardoning all political offenders. Prison doors were thrown open, and not only the political prisoners, but the criminals were let loose on society. Exiles came trooping back from Siberia and the foreign countries where they had resided for years.

#### Lenine and Trotzky

The most distinguished exiles that returned to Russia, the most contemptible and base, were Lenine and Trotzky. Lenine had been in Switzerland for a number of years. He was driven out of Germany because of his extreme socialistic doctrine. He took refuge in Switzerland, from where he continued to write radical doctrines, which advocated the overturning of every organized government on the earth. But Germany made an alliance with Lenine. Lenine returned to Russia through Germany two or three weeks after the March, 1917, revolution. He came through Germany in a special car. He was given the

distinguished consideration of a prominent member of the nobility. Upon his arrival in Russia he immediately began to disburse money. He had led an impeccable existence in Switzerland, where he had continued to write these nefarious pamphlets. Upon his arrival in Petrograd he immediately sought to undermine the provisional government and to demoralize the army.

The provisional government had issued a decree or proclamation to the Russian people, stating that it proposed to prosecute the war to a successful termination, and to fulfill all of Russia's obligations to her Allies. We came into the war 15 days after I recognized, as the American Ambassador, this provisional government of Russia. We recognized it on the 22d of March, 1917, and we, by resolution of Congress, 15 days later, declared a state of war existed between our Government and the German Government.

Kerensky, whom I knew well at the time, was first Minister of Justice. The provisional government was put in office by the Duma. The Duma is the Congress of Russia. It was in session, had been in session for two months, and this unrest that prevailed throughout Russia had excited the notice of the supporters of the Czar who were anxious about the security of the Romanoff dynasty, and prevailed upon the Emperor to promise his ministers to issue a decree enlarging the powers of the Duma, and another decree promising the Russian people a constitution.

#### The Weakness of the Czar

The Duma had adjourned until the 13th of March, 1917. The Emperor made this promise to his ministers on the 8th of March, the previous Thursday. The decrees were prepared by the ministers, and sent by the Minister of the Interior, a man named Popoff, to the Emperor's palace at Tsarskoe Selo for his signature. The Minister of the Interior was an absolute monarchist, an absolute autocrat in his sentiments, and so was the Empress. The Empress was a stronger character than the Emperor, and had gained absolute control over him. As you know, she was a German princess, of Hesse Darmstadt. The Minister of the Interior, on the night of the 8th of March, when he took these decrees that the Emperor had promised to sign to his Majesty for signature, informed the Empress of his mission. The Empress said to her husband: "You are an autocrat; you are not going to abdicate your powers and the powers of your ancestors. You are certainly not going to do it with my consent." And the Minister of the Interior and the Empress persuaded the Emperor to tear up these decrees he had promised to sign, and induced him to sign a decree dissolving the Duma. He left the next morning, the 9th of March, for Tskov, the headquarters of the Army, of which he was commander in chief, after having removed his cousin. The official bulletin announced this decree of the Emperor dissolving the Parliament on Saturday morning, the 10th of March. The Duma had taken a recess until the following Tuesday, the 13th, but they assembled on Monday, the 12th of March.

The Minister of the Interior, and, as such, in command of the garrison of Petrograd, with from 100,000 to 150,000 soldiers ordered, through his commandants, the Duma dispersed, but the soldiers refused to obey his instructions, and joined the revolution.

The barracks of one regiment were within a block and a half of the American embassy. There had been desultory firing on the streets for several days. The Cossacks had been ordered to disperse the crowds congregated on the thoroughfares of Petrograd, but the Cossacks, of which the mob was very much afraid, did not disperse the crowd. They said: "We are ordered to disperse you," and instead of riding them down, they even sided with the revolutionists themselves. This regiment whose barracks were within a block and a half of the American Embassy not only refused to obey their instructions to disperse the Duma, but killed their colonel because he wouldn't join them.

By six o'clock Monday, March 12, the revolution was a success and an assured fact. The Emperor abdicated on Wednesday, the 14th of March. The provisional government was announced on the 15th of March, on Thursday, and assumed control of affairs on the following day. It administered the affairs of the government for exactly eight months.

#### Destroying the New Government

In the meantime Lenine and Trotzky were attempting to undermine the government and demoralize the army. Kerensky was at first Minister of Justice under the provisional government. This provisional government was only authorized to administer affairs during the interim between the abdication of the Emperor and the assembling of a constituent assembly, which was to be elected by universal suffrage and direct and secret ballot. When that constituent assembly convened, it was to select a form of government acceptable to the majority of the Russian people. The provisional government did not fear the restoration of the monarchy, but it was sorely afraid of the Bolshevik sentiment which Lenine and Trotzky were trying to fan into a flame. They made an effort to depose the government on the 17th and 18th of July, 1917, but that signally failed. There was shooting within less than a block of the American Embassy, and I went on the streets afterwards and saw 15 dead horses on the nearest transverse street. The

Cossacks who had been killed in resisting the Bolshevik or Soviet Government, as it was then called, their bodies were secretly taken away by their friends, but the horses remained. That revolution failed, and that is where Kerensky and the provisional government made their mistake. They should have ordered Lenine and Trotzky shot. Lenine, disguised as a sailor, escaped to Kronstadt. Trotzky was arrested and imprisoned for two or three weeks, but was afterwards released.

Trotzky is an adventurer. He was on the East Side in New York City when the war broke out, and continued there until the March revolution of 1917. After this general pardon extended by the provisional government he returned to Russia. He was taken off of the steamer at Halifax, but was released after two weeks' detention, and that release, I have since learned, was effected by the American Government on the petition or appeal of two or three well-known American citizens, among whom was Lincoln Steffens, who subsequently went to Petrograd with William C. Bullitt, and reported that the Soviet Government should be recognized by our Government and our Allies in the war.

#### The Soviet

I was astounded on returning to America to find such ignorance prevailing concerning the soviet government. I learned soon after arriving in the country, after an absence of three years, that American citizens, who professed to be true Americans, were advocating the recognition of that soviet government. There are a number of parlor socialists throughout the country, and some I regret to say, are in St. Louis.

Do you know what the soviet government is? Bolshevik and soviet are used as synonymous terms by the majority of people in America, but Bolshevik is the name of a branch or a faction of the social democratic party of Russia. Soviet is a form of government, the basic principle of which is that no man shall be permitted to vote who employs another man. That right of suffrage is restricted to all the people and confined to those who work with their hands. You would not be permitted to vote under a soviet government. And, furthermore, your domestics who work for you in your homes, would not be permitted to vote because they are working for you.

One of the first acts of the provisional government was to extend the right of suffrage to women. Of course, they couldn't discriminate against women who served as servants. But the soviet government proscribed those domestics, and not only proscribed them, but they prohibited the clergy from voting, and all professional men. Now that is not a democracy. Bolshevism is the very antithesis of democracy. And still I am told that the soviet government has advocates in every community in this country. That is why I say that ignorance prevails concerning conditions in Russia.

This soviet government, which is dominated exclusively by the Bolsheviks, succeeded in negotiating an armistice with the Central Powers and withdrawing Russia from the contest absolutely, and thereby, I say, caused at least a quarter of a million lives to be sacrificed beyond what would have been lost if Russia had fulfilled her obligations to her Allies. I hold that crime is sufficient to condemn the Bolsheviks and the soviet government under their domination from the respect or protection or apology of every true American citizen.

#### Russia the Magnificent

You want to know about Russia in connection with the occupation in which you are engaged. Do you know what Russia is? Russia occupies almost one-sixth, over one-seventh of the dry land of the earth. It is further from Petrograd to Vladivostok than from Petrograd to Washington. Russia has 180,000,000 of people, 90 per cent of whom are uneducated. Russia produced in 1913, just preceding the war, one-fifth of the world's grain, 19.9 per cent. And still not 5 per cent of that immense area is under cultivation. I say that Russia will within a half a century or a decade and a half become the granary and source of supply of the world. You could put the United States from ocean to ocean and from the Great Lakes to the Gulf in the Asiatic portion of Russia, and still you wouldn't cover Asiatic Siberia. There are 51 governments in European Russia. Notwithstanding there is only 5 per cent of the total area of Russia under cultivation, she produced in the five years preceding the war more grain than the United States produced. Wheat is 28.9 per cent of the grain production of the world, and Russia produces 19 per cent of the wheat grown in the world. Russia produces 19 per cent of the oats grown on the earth and 14 per cent of the rye, but Russia only produces 1.8 per cent of the corn, and corn, as you know, is 28 plus per cent of the entire grain of the world. Russia produced this immense quantity of grain, notwithstanding their agricultural implements were crude and primitive and notwithstanding only 5 per cent of their area was under cultivation.

That magnificent country has vast resources. Lumber within two decades will become the main source of supply of the lumber of the world. In 1917 we imported \$240,000,000 worth of lumber more than we exported. Russia with her immense area and her 180,000,000 people has only 46,000 miles of railroad, while we have 261,000 miles. I do not see how Rus-



sia ever prosecuted the war as successfully as she did while she was engaged in it.

#### The Russian Army

When I learned in Petrograd in April, 1916, that she had called 16,600,000 men to the colors, I was astounded; and she issued a call shortly afterward calling 2,500,000 more men to the colors, 18,000,000 men, the greatest army in history. They marched up to fortified places and attacked well equipped German troops, sometimes without arms. An American, Dr. Hurd, who had gone to Russia early in the war, and before we entered, told me he saw a brigade ordered into action with only one gun for every two men, and the man without the gun was ordered, if he survived the man with the gun, to take that gun and go forward.

Notwithstanding this scarcity of arms and munitions, the Russians obeyed orders and went to slaughter. Are you surprised that these men, who had been engaged in war over three years, listened to Lenin and Trotsky when they held out false hopes to them, made misrepresentations to these soldiers that if they would return to their homes, they would be given land and peace and luxury, and would even have the property of the rich men divided among them.

Now what is the remedy for this condition? If it is not remedied, Germany, who understands Russia better than any other people or country or government on the globe, will utilize the immense resources of this great Russia, and organize its man power, so that Germany will be as strong 10 years from now as it was at the beginning of this war.

#### The Only Solution

We could have saved our face before the armistice was signed. I do not say that I recommended it, because that would be undiplomatic, and would violate the rules of the department, and I do not say it. But if any single country except America were to send in its soldiers now, after the armistice has been signed and after the peace has been negotiated, it would only have the effect of strengthening the Bolshevik rule in Russia, because the motives of every European government are suspected by the Russians, who are very jealous of the integrity of their great country. I see no remedy for this situation other than the adoption of a league of nations. We went into the war to end all wars. We owe it to our dead who lie in Flanders Fields that there shall be no more war. We owe it to the world. We owe it to the living. Another such war as we have gone through would decimate all peoples who engaged therein, and if the survivors had not lost faith and hope and spirit, they would have to organize a new civilization on the remnants of the old. I am told by those who should know that if this war had lasted six months longer, there would not have been a city in Austria or Germany with over 100,000 people. Science had made such progress in discovering elements of destruction that the propagation of the human race has not been able to keep pace with it.

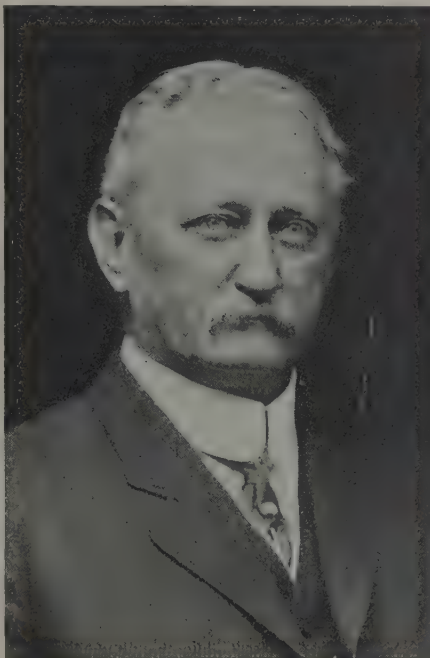
These Russian people, moreover, have been our own Allies. I issued a proclamation as American Ambassador, when the Brest Litovsk treaty of peace was arrived at, stating that we did not recognize that peace, and calling on the Russians to organize and drive the hated Austrians and Germans from their borders. When the proclamation reached Berlin 48 hours after it was published, the German Minister of Foreign Affairs demanded of the central soviet government that I be deported from Russia, because, they said, "This American Ambassador has not only violated the rules of neutrality, but he has issued an address to the Russian people which is virtually a call to arms." I had not done this with the knowledge of my Government. I was interviewed about it, and I said I had seen the demand of the German Imperial Government on the Central Soviet at Moscow. I was asked what I was going to do about it. I said "I haven't heard from the Central Soviet Government about this, and when I do I shall demand safe conduct and passports via Vladivostok. When I arrive at Vladivostok I shall not leave Russia, because I know there is an American man of war there under command of Admiral Knight, and I will defy the Bolshevik Government to put me out of Russia." I said "It is true if I had known the German Government would object to this, I should probably not have said it," but that, of course, was ironical.

I issued a proclamation to the Russian people on the 4th of July, 1918, calling their attention to the preparations America was making, and assuring the Russian people that I had no doubt, nor could any sane man doubt, how the war would terminate. Again I attempted to rouse their spirit to drive the hated invader from their soil. Again the German Government demanded that I be deported from Russia. But the Soviet Government, instead of ordering me out of Russia, invited me to Moscow. I was at Voloda, 350 miles east of Petrograd. I went there when the Germans were within 25 miles of Petrograd on the previous 28th of February. I fear the Greeks even when bearing gifts, so I did not accept this invitation, which was repeated a number of times by the Soviet Government. Finally the Minister of Foreign Affairs sent to myself, as dean of the diplomatic corps, which I had become in the previous January, a note on the 23d of July, saying that Voloda was an unsafe place for the ambassadors to reside, and to delay longer might be dangerous. Again I was invited to Moscow, where they said villas had

been prepared for the accommodation of the diplomatic corps. We declined, but said "We have decided to take your advice, and we will leave Voloda." We went to Archangel, and went through Voloda to Murmansk, but we returned to Archangel after the Bolshevik had taken place, and I remained there until my health was broken down and required a surgical operation, which the surgeon at Archangel refused to perform.

#### A Reign of Terror

These Bolsheviks have maintained themselves in power by instituting and continuing a reign of terror. The educated and property owning classes in Russia have been shot without trial. The peasants even have turned against the Bolsheviks, and all of the patriotic sentiment cherished by every true Russian is constantly appealing to the Allies for aid. The grandmother of the Russian Revolution issued an appeal to America which was pathetic. She said "Russia, flowing with blood and tears, appeals to you Americans. Grant us aid. We are not an experiment in social evolution, but a living body, and bleeding in every pore." The only offense Russia has committed is being friendly to the Allies. How much longer can England, America, France and Italy, who have been Allies of the Russian people, play the part of Pontius Pilate, washing their hands while these Russians, whose only offense is being friendly to the Allies, are being crucified? Russia will not die. She will come



HON. DAVID R. FRANCIS Photo Strauss

back. She will find herself a great country, with an immense area, and Russian resources will not perish from the earth, and when she comes back the Slav will still be in the saddle dominating Russia, and history will record the ingratitude of the Allies, to the regret of our descendants. I thank you.

**The Toastmaster:** When I was a small boy in western Ohio, we were awakened one morning by a noise outside. My father went out and found a rough looking specimen in a prairie schooner. He had a great horse pistol in his belt, and he looked pretty rough. "Where are you from," my father asked, and the stranger replied "I'm from Indiana, but, d—n you, don't you laugh."

Several years ago I was a commercial traveler, and while stopping in a small town in Southern Indiana I met one of the laziest men I ever know. A woman came into his store and said, "Have you got any tacks?" "Yes." "Where are they?" "On the top shelf there." "I can't reach them." "Well," he says, "suppose you come in some day when I am standing up."

But we no longer laugh at Indiana. She has produced some of our best statesmen, jurists, writers, captains of industry and our noblest women. Only recently one of her writers was awarded the Pulitzer prize for the best novel of the year. Who of us has not laughed and shed tears over the delightfully human poems of James Whitcomb Riley? And Indiana has not only progressed intellectually, but also along material lines. She has 77 automobiles for every thousand inhabitants, and more good roads than other state in the Middle West. The other day a friend of mine sent me a post card from Michigan City. On one side was a picture of the State Penitentiary, on the other he had written "Wish you were here." I felt like retaliating by sending him a copy of one of my after dinner speeches.

During the strike of the steel workers all eyes were turned on Gary, Indiana, where serious trouble was threatened, but, thank God, Indiana had a governor equal to the occasion. Without a moment's hesitation, he ordered the state militia there, and when it became apparent the situation might get out of hand, he called for Federal troops, and by his

prompt action prevented what might have been a serious outbreak. It is such men, with spirit and a firm determination to uphold the majesty of the law, that have made our country great. The whole country owes a debt of gratitude to Indiana's Executive, the Honorable James P. Goodrich, whom I now have the honor of presenting to you.

**Governor Goodrich:** Mr. Toastmaster, members of the Grain Dealers National Association, and Ladies: I am happy to be here with you tonight. I promised to meet with you two years ago, and while you were in session I was in the hospital; and then I promised to come again last year, and I was in another hospital during that session. I feel tonight like singing that good old Methodist hymn, "This is the way I long have sought, and mourned because I found it not."

There are some compensations in life for every trial we go through, and I think the compensation to me is that I have the honor to be your guest on the first occasion when the ladies grace your annual banquet. The gentleman on my left said "When the cocktails went out, the ladies came in." I think it was a good trade, and I don't think anyone would make the exchange back again.

It has been said that a prophet was not without honor save in his own country, but as I listened to the glowing tribute of the Prince of Toastmasters to Indiana, I know that while that rule may hold good to the individual, it does not to the state, and the fame of Indiana has reached down to St. Louis, and you know most of our good things and I hope few of our bad ones. I will admit all of the good things my friend had to say about the state. I think we deserve all of them, and perhaps a few more. I was very much interested in the speech of the Ambassador, but when I heard him say that Russia had an army of 18,000,000 of people, and heard him say that 90 per cent of the people of Russia were uneducated, I knew that wasn't an army; it was just a mob. Under modern conditions, war, grim, scientific and terrible as it is, cannot be waged by illiterate persons. It just emphasizes the necessity of carrying forward our plan in this country until we will not have to answer to the charge we have had since the revelations that were brought forth during this war that one-fifth of the people of America cannot read or write.

We meet tonight, Gentlemen, at what I regard as one of the most critical periods in the history of the nation.

#### ADDRESS OF GOVERNOR GOODRICH

**W**E have just passed through the greatest war in history—a war that has affected the entire world and shaken to its depths the foundation of our civilization. This, gentlemen, is a most critical period in the history of our Republic.

The institutions of our allies in Europe are being challenged today as never before. France is facing the future with an appalling burden of debt and without so far having taken a single step to pay even the interest upon her vast obligations. It appears that, on account of the unrest among her citizens, she fears to impose the burden necessary to save her from bankruptcy. England is now grappling with the labor organizations of the Empire. The railroad strike has just ended but the demand for the nationalization of her mines and means of communication and transportation is still insistent.

The situation in this country is not without danger, yet I am certain we in America can meet the challenge and safely weather the storm. I have faith in the broad mind and big heart of the average American. In his heart there is a spark of justice which, though dimmed from time to time by the shadows of events, will, when the call for Americanism comes, leap into flame and destroy the insidious forces of selfishness and greed that seek to dominate American life. I am encouraged in my present confidence by the compelling facts of history. America has already to her credit two complete victories over classes that sought to pervert the purpose of her existence.

In the middle of the Nineteenth Century, America disposed effectively of its first great problem of class control. A great and powerful class in the South, in the pursuit of its own selfish interests, sought to control the Government in behalf of human slavery and to fasten the yoke of this sinister control upon the entire nation. Americanism was equal to the challenge and on the battlefield destroyed the first great menace of class control.

In the closing quarter of the last century, the tide of American population had reached the Pacific, the frontier had disappeared and the magnificent body of free land, which invited our people to the Far West and afforded an outlet to industrial pressure and social discontent, was occupied. Our rapidly growing population, swelled by millions of emigrants, began to press back upon us.

#### The Railroads

With the growth of population came the national development of our extensive system of railroads, the most efficient in the world, and the growth of the great industrial corporations and the trusts. These corporations had performed a great service. Without them our rapid development would have been impossible. Drunk with power, made arrogant by the success they had achieved, there soon developed a disregard of the public welfare, a sort of "public-be-damned" policy.

The trusts insisted that the property was theirs



and they had a right to do with it as they pleased. They stood defiantly for a policy of unrestrained individualism. Trusts and combinations grew in number and influence. Using their control of railroads through rebates and unfair practices they often crushed competition and openly asserted that the chief purpose of government was to protect their business.

It became apparent that if the corporations and trusts were to be permitted to go on without restraint, they speedily would control the whole country and dictate its policy; our Government would degenerate into one dominated wholly by a particular class. The public mind became inflamed against them. The anti-rebate law, the Sherman anti-trust law, the law creating the Interstate Commerce Commission and many other restrictive measures were enacted to curb the abused power of the corporations and make impossible the domination of the Republic by the capitalistic class.

#### Restrictions Too Severe

That the pendulum swung too far in the direction of control is now apparent. The severe restrictions applied to our transportation companies stifled the development of our railroads and led naturally to the break-down just before we entered the world war. The American people must pay for that break-down in the billions of dollars irretrievably lost and in the prodigious inefficiency and failure of Government operation. It is not too great a price to pay, if it rids us forever of the dangers of Government ownership and operation.

The application of the Sherman anti-trust law, while it dissolved some of the trusts and may have prevented the formation of others, failed to accomplish its intended purpose. Our people soon discovered that a corporation should not be judged by mere size; that it is neither good nor bad by reason of its size, but by reason of the manner in which it conducts its business. These defects, however, were merely incidental to the great conflict. The battle had been won. America had determined that the part is not greater than the whole; that the country would not be dominated by the capitalistic class.

That conflict is behind us. We are now engaged in a conflict just as dangerous to the Republic and upon the outcome of which depends, in a large measure, the future of our country.

While the present issue has been precipitated by the world war, it appeared as a cloud no bigger than a man's hand at the beginning of this century. It was seen first in the enactment of laws made to apply to a particular class of our people. Given acts were made unlawful if done by one class and lawful if done by another class. Law, thereupon, ceased to be a fixed rule of conduct prescribing what was right and prohibiting what was wrong, but the rightness or wrongness was to depend wholly upon the class or group responsible for it.

#### The Adamson Law

The cloud first appeared ominous in the passage of the Adamson Law. The actual facts surrounding the enactment of this law were clouded by political considerations, and it has been difficult to unravel the truth because of conflicting assertions and claims. A. R. Garretson, president of the Order of Railway Conductors at the time of the enactment of this law, in his testimony before the Congressional Committee recently, undertook to clear up the situation. What he said, in this connection, is important, and I quote from his testimony before the Committee:

"The point I want to make," said Mr. Garretson, "is that the four brotherhoods, in being forced on to Congress regarding the passage of the Eight-Hour Act, were unwilling participants. Only the influence, the power and the personal prestige of the President of the United States ever got us there. We came there on his demand that we should come there for adjudication of the question that we desired to settle by our own methods. But, out of regard for the interest that the President had shown and respect for the position which he held, and our respect for the office of Chief Magistrate, we accepted his request to transfer the matter in controversy to the halls of Congress. No living senator or representative ever heard a demand from one representative of the four brotherhoods as to what they should do."

If this is true, and I have no doubt it is, the responsibility for this piece of class legislation attaches directly to the President of the United States.

As a matter of fact, the Adamson Law was supplanted by an agreement between the Railroad General Managers' Association and the workers' organizations interested, pending the determination of the constitutionality of the law, and though the law has since been declared constitutional by a divided vote, the men have been, and are today, working under this agreement reached before the constitutionality of the law was determined.

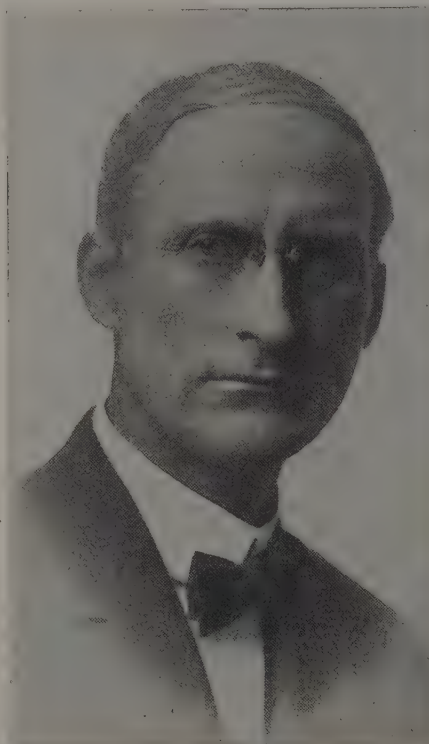
I believed then that the passage of the Adamson Act involving the surrender by the railroad brotherhoods of the principle of collective bargaining for legislative wage fixing, ultimately would lead to their own ruin. I believed this because it involved a transfer from the wage determining machinery of the labor organizations to the halls of Congress of the very functions for which the organizations were created in the first place, thereby destroying their most vital and fundamental principle. I have never

changed my opinion. But it is the effect of the legislation on the country of which I am now thinking.

#### The Plumb Plan

Some months ago the Plumb Plan bill providing for thinly disguised Government ownership and operation of railroads was introduced in Congress. It was the first step, some of its advocates said, toward the nationalization of railroads, coal mines and other productive industries.

There was a threat expressed or implied from at least a part of the forces behind the bill of a nationwide strike if something were not done immediately to increase wages or reduce the cost of living and it was asserted that the adoption of the Plumb plan would be accepted as an alternative. The country, however, had had about enough of Government operation and anything that approached it seemed too big a price to pay. As it stand now, while the radical leaders of the brotherhoods most earnestly advocate the Plumb plan, it is unsupported by any vote of the membership which is represented as favoring it, neither has it received the endorsement of any convention of the membership. Even were this true, I am convinced that a powerful minority, at least, of the railroad workers are bitterly opposed to it. Fortunately Congress shows a disposition to deny the arrogant demand, unless after full debate and investi-



GOVERNOR JAMES P. GOODRICH OF INDIANA

gation the public interest requires the enactment of the law.

Lately there has been an attempt to organize the police and firemen of the country and thus divide the allegiance of those who are pledged to enforce law and protect property. Some of their leaders have said very generously that they would not call out the police in a sympathetic strike, thus substituting for allegiance to the public and loyalty to their sworn duty the will of a particular class of citizens. We can draw courage from the fact that these attempts have been successfully resisted.

#### The Steel Strike

The steel strike is now on. The question here has appeared to be whether the steel industry shall be conducted as an open or closed shop. The real purpose of Foster and Fitzpatrick has no serious concern with the open or closed shop, wages or working conditions. Their ultimate object, as shown by their declarations, is the seizure of this great basic industry and the organization of its control as a soviet unit of production. A large majority of the strikers, of foreign birth particularly, are concerned only with the seizure of the industry and care little about anything else.

T. J. Vind, general organizer for the American Federation of Labor, says, "the strike won't stop until the steel workers become the law makers at Washington." The *New York Call* (Socialist) says, "If this fight is won, no other industry will remain strong enough to make war on the trade union movement." Foster and Fitzpatrick assert, "We are going to socialize the basic industries of the United States," and "this is the beginning of the fight," while the same purpose is shown in the New York printers' strike. "We want the print shops for the printers," they say. "It is the historic mission of the working class to do away with capitalism. The working class and the employing class have nothing in common."

The leader of the printers' strike, James G. Bagley, is openly and frankly against our form of Govern-

ment and stands for the control of all industries and the Government by the working classes. He looks forward to the day "when the present system of private ownership will be driven from the field and the absolute dictation by the workers of all the terms of production substituted."

I do not believe the trade union organizations ever were intended as instruments of threats or violence. They were conceived and set in motion to improve the conditions of their membership by peaceable and orderly processes in conference with organized employers where as reasonable and reasoning beings, concessions on both sides would control their mutual deliberations.

#### The Interested Third Party

In any contest between employers and employees there is concerned a third party—the hundred million American people—who, as consumers, are affected by the outcome of the game and who have a right to sit in it. The outcome of the game does not concern the employer so much as we might suppose because whatever increased wage he pays will be added to the price of the product and passed on to the consumer. The butcher, the baker and the candlestick maker will all get their bit and in the end the consumer alone must settle.

I concede the right of the worker to organize, bargain collectively and in every legitimate and patriotic way to advance the interest of his class, just as I concede to every worker the right not to belong to an organization if he so elects. But it is clearly apparent for the time being that the organized workers in many lines of industry in America have fallen under the control of radicals like Foster and Fitzpatrick, while Gompers and some others of the conservative type are no longer able to control its policies. The influence of these radicals in America has been materially widened by the encouragement that has come in numerous ways from the administration at Washington, but conspicuously in turning loose upon us the intemperate ideas and philosophy of foreign agitators.

Foster, Fitzpatrick and their group are openly and frankly direct actionists and if they win their fight, the American Federation of Labor, with all its vast power, will pass under their absolute control.

#### Domination by Radical Labor the Great Menace

These radicals would nationalize railroads and coal mines first and then all the other instruments of production. They would bring this nation of ours under the domination of the class to which they belong. They would substitute for private ownership and individual initiative communal ownership and operation and thus reduce man to a dull instrument of production and dry up the impulses of his ambition.

Just as we fought the domination of the slave oligarchy in the middle of the Nineteenth Century and the capitalistic class in the latter part of the Nineteenth Century, so must we fight the domination of this other class in the early part of the Twentieth Century.

A victory for America in this struggle is vital to every citizen of the republic. I am glad to say that the solid, capable workingman in this country is still American to the core, is still a bulwark of the Republic, a believer in our ideals and our institutions. Much of the agitation and unrest of today is due to foreign influence and foreign leadership. This influence must be nullified and this leadership eliminated. There should be no red tape in dealing with foreign agitators who are entirely out of sympathy with American thought, who take advantage of our liberty only for the purpose of destroying us. Their place is not here, and if they can not become Americans in spirit as well as in name they should immediately be sent back from whence they came.

There is no more dangerous force operating among us today than the class-minded man, whether he is a laborer, a capitalist or farmer—the one who demands a privilege for his class at the expense of the American people.

While conceding to every man the right to work for the legitimate interest of the group to which he belongs, the man who would subject the national life and all of its interest to the will of his group is an unrighteous and a disloyal citizen. He is unrighteous because he would substitute selfish aggrandizement for fixed principles of justice. He is disloyal because he denies his allegiance to his country and gives it to the particular class to which he belongs and beyond which his narrow vision and perverted purpose do not reach.

#### What of the "Intermediate Millions?"

What of the great unorganized and defenseless masses of Americans? What of the "intermediate millions"—clerks, ministers, teachers, newspaper writers, small business men, farm hands, unorganized laborers in industries, office help, stenographers and the multitude of segregated and unallied workers? Upon these toilers will rest the burden of sustaining the classes which, by threat and force, exact their selfish demands. No one will deny the right of any class of workers to strike for their own protection, but the right to strike does not exist when the stability of our institutions is imperiled.

So it is that within a brief span of years we have swung from intolerant domination by Southern slaveowners to the tyranny of capitalism and finally to the despotism of labor. We have escaped the arrogance of sectional greed and the invisible govern-



ment of an organized plutocracy only to find ourselves threatened with the yoke of a misguided, autocratic and radical proletariat.

Led by unreasoning promisors of Utopia, millions of honest Americans are being drawn into a debauch of industrial revolution. Orderly processes leading to equitable adjustments of social and industrial wrongs are cast aside. Reason languishes in a resort to violence. License supplants liberty and justice is forgot in a mad chase for the rainbow's end.

The time has come when every citizen of this nation should halt in his daily doings and, searching his soul, ask himself the question: "Am I an American? Am I taking bread from the mouth of my neighbor? Am I putting my own selfish interest above that of my neighbors and fellowmen? In my actions, am I squaring myself with the great American principles of liberty, justice and equality, which have been the great constructive forces for the advancement and uplift of humanity?"

#### The Issue Is Americanism

Upon the answer to such questions as these depends the future of our Republic. Americanism cannot live—this nation as conceived by our fathers cannot endure under the shackles of class control. Such control strikes at the very foundation of the Republic and destroys the essence of Americanism.

We can not successfully oppose this movement to subject the national life to class domination, by repression and force, yet when the laws are defied and mob violence resorted to, we must meet force with force and see to it that life and property are protected.

I hold with Abraham Lincoln that labor precedes capital and is entitled to the first claim on our con-



BOOSTERS FOR OKLAHOMA AND TEXAS

sideration. The true friend of labor is he who understands that capital and labor are friends and not enemies. They can not be, they must not be enemies. They have too much in common.

Without labor capital would lie idle; in itself, it produces nothing. Without capital, labor would revert to the methods of the primitive man. The true friend of capital is he who insists that it shall be the servant and not the master of the nation.

Human institutions never die so long as they remain useful and serviceable to mankind. So long as capital serves the nation the most violent radicalism can not kill it. Should it ever cease to serve the nation the most aggressive conservatism can not preserve it.

The worst foe of the labor movement in America is the reckless agitator who arouses the mob to riot and bloodshed. The leader who in the name of labor tries to excite class hatred, to destroy the institutions of our country and on their ruins erect a government dominated by a class is in no sense the friend of labor.

There can be no real prosperity in this country in which labor, capital and the public do not share. There can be no peace which does not spring from a consideration of these three elements.

If labor is big enough and intelligent enough, as I believe it to be, it can gain its just ends, particularly if it will at all times keep in mind the welfare of the whole country and understand that in the long run we are all going up or down together.

We must not yield the liberty we have gained. We can not stand still. Governments do not remain stationary. Either they progress or they decline. We must perfect our American institutions or finally lose them. They have been founded on the altar of human sacrifice and love of a common country. They have been consecrated in the blood of patriots. They are ours, gentlemen, to preserve and defend. Let us dedicate ourselves to this great task.

**The Toastmaster:** This concludes our program for the evening, and I trust the memory of it will ever be a pleasant one to you.

## Wednesday Morning Session

The meeting was called to order Wednesday morning at 9:30 by President Goodrich.

**The President:** The first will be report of Market Survey Committee, Mr. Elmer Hutchinson.

### REPORT OF MARKET SURVEY COMMITTEE

**T**HOSE older in the grain business will remember that not so many years ago practically each terminal and many of the primary markets of the country had their own standards and designations of grades on the various cereals marketed. This led to so much confusion in the merchandising of grain through these different markets, that a crying need of a uniform system of grading was apparent. Accordingly, the Grain Dealers National Association took the matter up through proper committees and devised a set of grades for the various grains, which were pretty generally adopted by the various markets. But, under this system there was no provision made for instructing the multitude of inspectors employed in the work of grading, except the limited information obtained at the annual meeting of the chief inspectors, which in itself was very valuable in so far as it was possible to disseminate the information and the exchanging of ideas.

The complexity of the general business of handling the grain products from the producer to the manufacturer, the lowering of the margins that have taken place in the last decade, the sharp competition that has arisen, and other changes that have accrued, all

keenly alive to the frailties of humankind and are at all times open to constructive criticism of their work, also they do not claim to have a superior knowledge over many of the highly efficient inspectors of the United States, but as under the present system, and for that matter any efficient system, there must of necessity be some authority which is final in any dispute, and this board is that final authority. Thus, these district supervisors, who are in close touch personally and by correspondence with this board, carry this information to the Federal supervisors in their districts, both by demonstration and counsel, and they in turn seek to co-operate with and pass the information on to the individual inspectors in the different markets.

Since this system has been in effect the results of uniformity have not been all that is desired as the theory of this system is that a certain parcel of grain graded in one market as a certain grade should be the same anywhere in the United States if the grain has not changed condition or character in transit.

Complaints of non-uniformity coming to our president, Mr. Goodrich, he advised with Chas. J. Brand, the then chief of the Bureau of Markets, and suggested the appointment of a committee, representing the various interests of the trade, to visit the principal markets of the country with a view of studying the conditions and making recommendations for the correction of the things that tended to non-uniformity, and this suggestion was acted upon by the appointment of Wm. J. Niergarth for the Council of Grain Exchanges, J. W. Shorthill for the National Council of Farmers Co-operative Associations, R. S. Hurd for the Millers National Federation, and myself for the Grain Dealers National Association, these four representing the four major trade organizations engaged in the handling of the grains of the country.

Along with this committee and a part of it, the Bureau of Markets selected R. T. Miles, of the Enforcement Division from the Chicago office, and the Railroad Administration selected W. J. Manley, of Washington, D. C., to co-operate with the committee in so far as the transportation facilities were affected by the inspection of grain, and the co-operation of inspectors, yard officers, terminal managers, the elevators, and the trade were interested.

The members of this committee, be it understood, were selected by their respective organizations and represented only their own organizations and in no way were representative of the Bureau of Markets, except R. T. Miles who was the personal representative of the Bureau of Markets on the committee. The Bureau of Markets did, however, recognize each member as selected and issued letters of authority for travelling at Government expense, the additional expense being paid by each organization represented.

#### Work of the Market Survey Committee

The committee left Chicago on April 14, 1919, and visited twenty-seven (27) of the principal grain markets east of the Rocky Mountains and closed up their work on May 28, 1919. At the completion we made recommendations to each market as to the findings of our committee, wherein we thought they could improve their inspections, which report was only made to the chairman of the grain committee and to the chief inspector of each market, and a general report which was given to the press and published in full in the trade journals.

As to the details of our work, I do not think it proper to give public utterance, as the findings we made were communicated to the interested parties for correction, and I must say that the committee is very much gratified in the reports we have received and are yet receiving as to the corrections that have been made and to the beneficial results of our humble efforts to help bring about the desired 100 per cent efficiency in inspection.

#### Necessities for Uniform Inspection

To get uniform inspection there are about four things to be considered: First, uniform equipment; second, uniform application of equipment; third, personal responsibility; and fourth, human element. Under the first head, it is apparent to every thinking man that it is absolutely essential that the mechanical instruments used in the determinations should all be alike, and, while I would not say that those in charge of the Bureau of Standards are infallible, yet I do think, with the thousands of tests and many experiments that they make, that they are in a position to give something that is of much value, and should perchance some device be recommended that would prove undesirable in actual practice, that those in charge would welcome constructive criticism and helpful suggestions, but it is necessary to have uniform equipment for best results. In our survey we found a great variety of physical equipment and we suggested to all markets the adoption of the full equipment as that recommended and used by the Bureau of Markets.

Under the second head, it is just as important that a uniform application of the various instruments be made to get the most uniformity and, as illustrative of this, I shall relate an experience of my own during the past harvest, when I had several farmers in my office and was discussing this point with them.

I used the same sample of wheat in filling the test weight per bushel measure, using first a funnel, as



recommended by the Bureau of Markets, and having my farmer friends note carefully the weight. I then took a container and allowed the grain to dwindle into the measure in a very small stream, being very careful not to jar it in the least, and to the utter astonishment of my farmer friends the grain thus placed tested one full pound more than by the funnel method of filling. Thus, you see, it is very important that uniform use of the equipment is essential.

The third head is a very important one as under this head I would class the mental attitude of the inspector, his chief, the Grain Committee, the state heads where state departments exist, and the trade members of the market interested. Should there not be a full and harmonious co-operation by and between all of these interests, it is hard indeed for an inspector to properly classify the grain. Should there be antagonism to Federal standards in any or all of these different interests, it only tends to non-uniformity of inspection, and I will say that in several instances we found some combinations of the above interests out of sympathy with the system in effect and, where we did find such instances, we invariably found dissatisfaction among the buyers who patronized that market, on account of the variations of the inspections from that market.

Under the fourth head would come that part of inspection work that cannot be determined by mechanical appliances, such as damaged grains, etc., and this is a difficult thing to handle in such a way as to have complete uniformity, but, this, as the other three general heads, can only approach perfection through the hearty co-operation of all interests with a sincere desire to be as nearly correct in all determinations as possible, and where we found a market where the local inspectors worked shoulder to shoulder with the Federal supervisor and counseled each other on the various knotty problems that presented themselves, did we find the best results.

#### Co-operation in Handling

The thing that impressed our Committee the strongest was the fact that to have the most satisfying condition prevail in the trade from the time the grain leaves the producer until it reaches the manufacturer or the consumer, if you will, is a full and hearty co-operation of all interests that come in contact with the movement of the grain. If the country buyer will properly classify the grain when he buys it, then properly mix it before loading where possible, then place narrow boards at the top of his grain doors for the convenience of the sampler, and trim his car so the sampler can get a proper sample of the whole lot of grain, then to notify his receiver in the terminal market just what the condition of the grain is to the best of his knowledge, also the actual weight of his shipment, then the receiver to take due notice of this information and give intelligent attention to any discrepancies that show up on arrival, then with a sincere desire on the part of the Inspection Department to properly classify the grain without fear or favor, then we will have solved many of the problems that cause friction and arbitration.

As to the part of our Committee work which had to do with the operation of the railroads, we found a sincere desire on the part of the management to meet the trade fairly and to eliminate any abuses that might exist, and it seemed that the most trouble was a lack of understanding as to just what methods to pursue to get conditions corrected. Our Committee was very much gratified at the results of the efforts of W. J. Manley, who gave all information he could as how to best correct the evils we found, and he was frank in handling the conditions from the operator's standpoint, also asked the co-operation of the trade in helping to solve the problems by full loading, quick handling of equipment, and the avoidance of delays on inspection, reconsigning, and all movements affecting the equipment.

The Committee did not find in any quarter, from the chief of the Bureau of Markets down to the Federal supervisors, any move to inject Federal inspection onto the trade, but we were unanimous in the opinion that the present system followed out in a whole hearted way is the best system for the trade yet suggested, and that needs of uniformity are so great and such a demand for it, that any concerted action in antagonism of the Federal standards and Federal supervision will only hasten the day when we will have full and complete Federal inspection of the grain in interstate commerce, if not on intrastate as well.

#### Fixed Prices and Federal Standards An Unfortunate Combination

The committee was very forcibly impressed with the unfortunate condition as to the fact that the Federal standards on wheat were promulgated just at a time when the fixed prices were put into effect as many hardships were suffered by reason of the line grades when wheat just missing a higher grade by one factor had to suffer a stated discount, but it is apparent to all that under normal marketing conditions this problem will solve itself as a matter of merchandising and we feel that it is no argument to condemn the so-called "drug store method" of inspection as being too technical, as there must be a line of demarkation where one grade ceases and another commences, and it takes the tweezers and mag-

nifying glass oftentimes to tell just where this point is, and when each inspector uses the same methods very little difference will be made in inspection.

The Committee found in its survey that the matter of sampling the different parcels of grain has the greater bearing on proper inspection, and it seems a difficult matter to handle, as many markets have heavy receipts of grain a part of the year and very little at other times, and the samplers are the first employees to be released, then, when a heavy movement of grain comes on, efficient and experienced samplers cannot be secured. An inspector, be he ever so efficient, can only pass upon the sample that he receives, and it was our firm conviction that samplers should be licensed the same as inspectors and retained throughout the year, and that the inspection fees should be made to cover the expense of this, for, if a shipper does not get the proper service, he gets nothing. The matter of sampling is such an important one that I would ask that our members give it careful and proper consideration.

The provisions of the Grain Standards Act at the present time only give the Department of Agriculture the right to discipline inspectors by suspension or revocation of licenses and we were convinced that the attitude of the officials of the Division of Enforcement of the Bureau of Markets had been one of leniency up to this time, partly on account of the system being just inaugurated, and from the further fact that many inspection departments were so short of help on account of the war, but, these conditions now being corrected, I have referred to the Resolutions Committee a resolution placing the Grain Dealers National Association on record as favoring a more strict discipline on inspectors who continually or maliciously misgrade grain and I commend this to your favorable consideration.

Mr. Baldwin: I move the report be received, and the thanks of the Association extended to Mr. Hutchinson for his able work. (Seconded by Mr. Green, and carried.)

**The President:** We will now try to finish Mr. Watkins' report.

**Mr. Watkins:** Most of our affiliated associations adopt our rules verbatim, with the exception of Kansas and Texas. They have sent to their trade, not only our rules, but some additions to them. Our suggestion was that they accept our rules, and bring in these additions as amendments on the floor of the convention, so that we might all have the benefit of the discussion.

**Mr. Strong:** One of the rules we are interested in is a rule to control the matter of affidavit weights. It is a custom we do not like, but as long as we cannot do away with it, we would like to safeguard as much as possible the interests of the trade. Section (b) Rule 23 touches on that. It doesn't say, however, when he used to furnish the affidavit. Some furnish the affidavit after shipment has reached destination, been unloaded and found very much short. It should be furnished attached to draft and invoice. I am chairman of the Arbitration Committee of the Wichita Board of Trade, and we have many troubles about severe shortages on affidavit weights, and as to how the receiver may secure redress, especially where the shipments have passed through the hands of a number of dealers. Most of our arbitration decisions have been that the intermediate man is not responsible for the correctness of loading weights. The receiver has no recourse, because he cannot go to the original shipper. I would like to see an amendment to enable the final receiver to go direct to the original shipper. My suggestion is that the intermediate dealers assign their interests in this contract to the receiver so that he can proceed direct against the original shipper. I will so move. (Seconded by Mr. Ferguson.)

**Mr. Green:** We are dealing with trade rules now, and this is a very basic proposition.

**Mr. Watkins:** I move this suggestion be referred to the Trade Rules Committee, to be shaped up for consideration at as early a date as possible. (Seconded by Mr. Green, and carried.)

**Mr. Strong:** The other amendment is as to time of shipment. Cars have been permitted to be diverted in transit, and the date of the original bill of lading counts as the contract date.

**Mr. Green:** I move that also be referred to the Trade Rules Committee. (Seconded by Mr. Watkins, and carried.)

**The President:** The next is the brokerage proposition. I will ask Mr. Sturtevant to make his report at this time for Arbitration Committee 1, as this has something to do with the matter.

#### REPORT OF ARBITRATION COMMITTEE NO. 1

INASMUCH as our work during the past year has been published in detail in *Who is Who*, we will take the liberty of confining our report to the discussion of a question, which we believe to be of general interest.

A case was recently referred to us involving the status and liability of a broker and in the course of our consideration of this case, we obtained from competent counsel an opinion covering the legal questions presented. Similar questions have been presented in the past, and as we believe they will also arise in the future, we obtained at the same time a reference to the court decisions which establish the law,

not only on the questions in this particular case, but also on the general subject of a broker's status, liability and his relations with his principals.

A "broker" is a person engaged, upon a commission basis, in negotiating the sale of the property of others, without having its possession either actual or constructive.

A person is not a "broker." First: If, at any time during the negotiations, he takes actual possession of the property, or constructive possession, by means of bills of lading or warehouse receipts. (Therefore, a commission merchant to whom grain is consigned for sale is not a broker.)

Second: If he receives a salary, instead of a commission, or if he acts for one principal to the exclusion of others. (In either case he would be a general agent with power to bind his principal within the real or apparent scope of his authority.)

A broker is not such a general agent, but is a special agent employed for a specific purpose and has power to bind his principal only to the extent of his instructions, and the principal is not responsible to the other party for any act or contract of the broker, which is not in accordance with the instructions given. If a seller wires his broker to sell 10,000 No. 2 corn at \$1.50 and the broker, by mistake or otherwise, sells more than 10,000 bushels, or sells at a lower price, or sells a higher grade, the seller is not bound by the sale and the buyer has no recourse against him.

As the seller, in the instance stated above, is not liable, the question, of course, arises as to what recourse the buyer would have in case he enters into a contract with a broker who does not act in accordance with the instructions of the seller. The courts have uniformly held that a broker, who, in good faith or otherwise, by exceeding his authority, or who, by mistake, due to lack of ordinary care, skill or diligence, enters into a contract not in accordance with his instructions, makes himself liable for resulting damages to his principal or to the other party.

If a broker, at the time of negotiating a contract, which is in accordance with his instructions, gives up his principal's name, the principal only, and not the broker, is liable for the fulfillment of the contract, but if he neglects or declines to do this, he makes himself liable as principal until he does give up the name and the other party accepts same.

We believe this rule is reasonable and just, if a broker offers to sell grain for a known principal, the buyer takes into consideration the standing and responsibility of the seller and with that in view makes the trade or not as his judgment dictates. If the seller's name is not given up, the buyer can consider only the standing of the broker, and it is only right that the broker, under these conditions, should be liable as principal until he has given up a name acceptable to the buyer.

If this were not the rule and the broker was not liable, it would open a wide door for fraud. An irresponsible broker might offer grain without any resulting liability—he might think he could buy grain at a certain price and offer it to a bona fide buyer—if the buyer accepted, he would try and buy it, and if he could do so, all well and good, if he could not, the buyer would have no recourse. To look at it from another angle, a buyer under such circumstances would receive an offer for which no one was responsible.

The fact that the broker's charges are paid by one party or the other has no bearing upon his agency, he may, with propriety, collect brokerage from either party, or both, and the payment of such charges by the seller gives the buyer no rights against him under the agency relationship that he would not otherwise have.

We have not burdened this report with references to the cases upon which we base our statements. The file in case No. 506, *Maney Export Company, Oklahoma City, Okla., vs. Kansas City Brokerage Company, Kansas City, Mo.*, includes complete citations to such cases.

The Arbitration Committees of this Association are not bound by rules of law and they may in their discretion render decisions contrary to such rules, or may ignore them, but we believe it advisable to follow such rules in all cases where they can be applied with substantial justice to both parties.

There are two results obtained from these arbitration proceedings. One is the settlement of disputes between members with a minimum expenditure of time and money on the part of litigants and the other, and possibly the most important, is to establish fair and equitable rules governing our transactions and to interpret those rules, with justice to all parties, in such a manner that the decisions of the Committees will settle disputed questions permanently, and that these decisions may be used as guides in future transactions.

We believe this result can be best obtained by following as nearly as possible well established rules of law which have borne the test of the courts as to their reasonableness. In doing this we must, of course, use due care to see that we do not inflict injustice by any slavish bowing to precedent.

**Mr. Baldwin:** I cannot see why items 1 and 3 should be in there. (Referring to proposed Rule 36.)

**Mr. Sturtevant:** Our idea was to define what a broker is.



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**Mr. Baldwin:** How could a broker collect his brokerage under that?

**Mr. Sturtevant:** Brokerage is due when he completes his transaction. If you as broker buy of me grain and sell it to another gentleman, you confirm that transaction, and the brokerage is due whether the grain is ever delivered or not.

**Mr. Forbell:** Why not include that statement?

**Mr. Sturtevant:** Rule 36 already covers that.

**Mr. Green:** I move the adoption of this as written.

**Mr. Hutchinson:** Does No. 3 refer to this broker working for one principal and to the exclusion of all others, or does he work for the man selling and not for the man buying?

**Mr. Sturtevant:** The idea being if a man works for one principal to the exclusion of others, he is responsible to that man and will look after his interests to the exclusion of others.

(Mr. Julius H. Barnes enters room.)

**The President:** Ladies and Gentlemen, Mr. Barnes.

**Mr. Barnes:** It is a pleasure to be with you again, I think for the third time since, without precedent or experience in that line, there was injected into the grain trade the feature of government control. I should like to speak to you informally and without notes, but something I have to say I think should stay in the record, and if you will pardon me I shall depart from my usual custom and read from manuscript.

## ADDRESS OF JULIUS H. BARNES

**T**HIS annual conference marks the third milestone along the way of Government grain control made necessary by the great war.

We meet to-day under National and world-wide conditions which may well sober the most unthinking. The Chief Executive of our country lies, for the present at least, unable to discharge the pressing duties of his office.

Wisely or unwisely, he is personally the head and front of the demand for ratification of a world peace treaty without whose ratification the orderly processes of national and international trade must remain partially suspended.

Wisely or unwisely, he stands to-day the leading proponent in America of the first world-wide effort to substitute the settlement of reason and discussion for the bloody arbitrament of war.

No industry like agriculture and no trade like yours, handling the products of agriculture, is more exposed to the irreparable damage which would follow another collapse, abroad. The extinguishment of the new free democracies of Europe, because of the lack of adequate protection while they are struggling to stand upright, would be felt in every corner of this great land. You, as also all others, must take your stand and reach your decisions on these vital issues, free from partisan prejudice and looking only single-mindedly that the action now taken by our Government shall further the restoration of normal and orderly process of existence throughout the world.

### A Brief Review

In 1917 I presented to you the various steps which the Food Administration had taken through its agency of the Grain Corporation to make effective the control and stabilization of the wheat price and the elimination of war-hazards in the handling of wheat and other cereals. Without experience or precedent to guide, those steps were framed to preserve and stimulate production, to insure such equal distribution and such fair price assurance that industrial content, maintained at home, would release the energies of our people in the prosecution of a righteous war.

In 1918, a year ago, I again conferred with you, reciting the experience of the intervening year, pointing out in what manner the year's effort had been effective. At that time, a year ago, we were, undismayed, facing further efforts and further sacrifices for the war. The war had not then culminated in the decisive collapse of Germany which shortly followed.

Conferring again with you to-day, almost a year after the armistice, I cannot, with sincerity, express my pleasure in meeting you in this capacity nor my satisfaction that it is necessary to address you as a public officer with any measure of war control still to be exercised after that war is won.

### Fixed Prices Wrong

I did not believe in the guarantee price for wheat by law. Neither the advice of Mr. Hoover nor myself was asked when Congress, in its wisdom, decided on that guaranty as the national assurance of production. I believe there are more flexible and more natural means of production stimulation. But the pledge, once given to our producers, must be carried out without question and as good citizens, responding to the express request of the President, the gentlemen associated with me in the Grain Corporation and myself have, greatly against our inclination, assumed another year of public service.

I do not need to tell you that the entire atmosphere in which we must administer the functions of this office have altered for the worse. The war motive to sacrifice has gone. Resentment against restrictions justified only by war conditions, might easily increase to violent opposition.

It is a pleasure to me to bear testimony, that to a

large extent, and with few exceptions, the same cooperative spirit is manifest to-day as in the days when every restriction and every limitation was cheerfully observed in the prosecution of a righteous war.

As good citizens, you will approve, I know, our determination that, having accepted service, we shall play our part to the best of our experience and ability and, as good citizens, you will respond for such call as we shall find necessary to make upon you. No one recognizes more clearly than myself the evil effect of the injection of Government control into business after the war. No one recognizes more clearly than myself the necessity of patient study and examination, of thoughtful and well-considered action, that, under these conditions, we shall cause as little distress as possible.

No single agency, Governmental or otherwise, of nation-wide scope and necessarily therefore of rigid structure, can without a measure of injustice and consequent distress or loss fix an exact and undeviating relation of markets, of sections, of grades, and of qualities. It can minimize those evils and can by policies that permit the widest and most flexible play of competitive individual judgment, secure the nearest approach to the free trading which best serves the public interest, when war's exigencies have passed.

I am convinced that, at the earliest possible date, the injection of rigid Government interference into a great trade should be terminated.

At the earliest possible date the broken and disused trade connections should be encouraged to re-knit. At the earliest possible date the facilities that, when the Grain Corporation is withdrawn, must carry a great marketing movement, should be taught to function.

Studying this question from a nation-wide responsibility, recognizing the far-reaching influence of any deviations from uniform principles and policies,



Underwood & Underwood  
JULIUS H. BARNES

it is not always easy to ascertain the exact time nor the proper steps which lead to this desired functioning of private trade in place of Governmental. The trades should have this in mind, however, and their policies should be framed with full knowledge that such restriction as, for instance, the import and export embargo, existent for the past two years, should be withdrawn at the earliest practicable moment and possibly necessarily without other advance notice than can thus be given.

### International Trade Suffers

The fabric of international trade has suffered many shocks, almost fatal in their effects. The importing trades in no country abroad are yet capable of carrying the burden of overseas imports in the great volume of a nation's need and under the strain of high price levels whose partial collapse for any reason, would destroy private resources. They must be helped and strengthened by the strong arm of those Governments. Probably long after our exporting trades are prepared to resume their function, the foreign importing trades will still be unable to stand, unsupported, for their full duty.

Meantime, it has been our conception that we should serve the public by placing before them the exact information which comes to this office. The weekly reports of 7,000 millers and 17,000 dealers furnish more accurate trade information than has ever been possible and this is placed, weekly, through the public press, for the guidance of every interested citizen.

For the first time in the age-long dispute between buyer and producer we have by contract with the millers and dealers set up a simple arbitration machinery for the settlement of disputes as to grades,

dockages, or prices. We have made it possible for the aggrieved producer, by the expenditure of a 2-cent postage stamp, to submit his cause for arbitration to the disinterested Grain Corporation officers and the dealer has by contract bound himself to abide by such decision.

I recognize that much of this crop has sold at prices above the guarantee basis, and we have no duty to pass upon any price except that it must be fairly representative of not less than the guarantee basis, yet it is, I think, gratifying evidence that the great majority of the grain trades desire to deal fairly and justly that out of four and one-half million wagonloads of wheat marketed, to date, we have had this appeal on less than 300 cases.

### Dust Explosion Work

In another direction, also, we have placed within reach of the Grain Trades the very excellent investigation work of the Department of Agriculture as to the cause of grain dust and mill explosions. There is a remarkable story here. From September, 1917, to May, 1919, during two years of extra war hazards, when underwriters required extra lights, guards, barbed wire fences; when the Grain Corporation had enormous values at stake—at one time as high as \$360,000,000, the record stands that the Grain Corporation lost not a dollar by fire. I attribute the reason for this remarkable showing largely to the system of card pledges, signed to the extent of 45,000 by the employees of these warehouses and mills, pledging themselves to observe the few simple rules that spell security and to see that their fellow workers did the same. I am confirmed in putting this emphasis on the practical worth of that moral obligation by the fact that with the relaxing of this war pledge, began a series of disastrous explosions, occasioning loss of life and property. We are maintaining at considerable expense the field work of experienced men in investigating and advising elevators, warehouses and mills, and, while we have no authority to enforce their recommendations, it is inconceivable that this valuable service should not be used by the trades and safety secured.

I mention these particular phases of our activities, for I wish to impress upon you that we desire to be helpful and sympathetic, even while we discharge with fidelity the obligations of our offices.

### Weighing the Corporation's Work

You have a right to weigh the results of two years of food control of Food Administration policies in this country and to see whether in their contact with the various sections of our people and the various industries they have been sound and helpful. During the war period, for instance, making effective the fair price between producer and consumer recommended by the President's Independent Price Commission, it is now a matter of history that that "fair price" was a stabilized price.

It is not yet generally appreciated that the effective maximum price control was the right to requisition for purposes of common defense and that, with the armistice, the motive of common defense was eliminated and maximum price control vanished. But the record stands that during actual war, the price was stabilized. Who shall say how much of the concentrated war prosecution energy of our people was released in other directions by the assurance that the staple foods were fairly controlled in the interest of all our people?

That "fair price," stabilized as it was, was also an attractive and stimulative price to the grower, as shown best by the extraordinary wheat acreage increase.

The Food Administrator and his assistants never lost sight of the importance of preservation of production. We know the relative importance of the great basic industry of agriculture.

We know the census of 1910 gave the value of productive farm property in this country at \$41,000,000,000, against \$18,000,000,000 for manufacturing, \$17,000,000,000 for railways, and \$4,000,000,000 for mines and quarries.

But we know also that the annual agricultural yield of \$6,000,000,000 in 1910 had increased to \$10,000,000,000 in 1914, and to \$21,000,000,000 in 1918, and that showing indicates the Food Administration, touching that basic industry at many points, was not restrictive or oppressive. Rather, together with the increase in the acreage of the 10 principal crops from 297,000,000 acres in 1914 to 326,000,000 acres in 1918, it showed those policies to be stimulative to a high degree.

Judging those Food Administration policies also from the standpoint of the consumer, we find this to be true:

That in the case of wheat, as compared with 1913, before there was a war influence of any kind, the farm value of wheat increased 166 per cent. The retail price of flour increased 118 per cent; and the retail price of bread increased only 75 per cent.

Moreover, this same relation is true as to the 22 standard foods recorded monthly by the Bureau of Labor statistics and representing the food commodities in general use. The Labor Review, of August, 1919, in their monthly tables show that, from June, 1913, to June, 1919, farm products increased 130 per cent; the wholesale price of foods increased 101 per cent; and the retail price of foods increased only 88 per cent.

Moreover, the healthy condition of the trades en-



gaged in the translation of farm products to ultimate consumer show that the Food Administration policies, by the very elimination of extra hazards and by the security which those policies afforded, actually reduced the spread between farm and table.

I lay particular emphasis upon this, the official record, for it is so contrary, as to foods, at least, to the popular impression that there is an increasing toll taken by every handling facility, and particularly the retailer.

If we are to intelligently correct those undoubted evils that accompany the expended cost of living we must get the exact and correct data on which to base our remedies.

#### Get Away from Price Fixing

I am particularly disturbed to see how general the conception is that price fixing by law can make the necessary corrections. Price fixing, as popularly suggested, has always failed and will always fail. Price and distribution must go always together. Flexible and relative prices have always been the motives which influenced and secured distribution. Trade margins in times of emergency may be perhaps directed and controlled by constituted authority, though always with great care that the trade facilities themselves be not utterly destroyed.

Price fixing outright has always had certain results, only: The utter destruction of production, driving out of the market entirely the article on which prices are fixed, or the segregation of trade in that article into illegal or illicit channels. I speak thus strongly so that no one shall point to the Grain Corporation as an instance of successful price fixing. For it was not that. The Grain Corporation was a great trader, larger in the magnitude of its transactions than generally appreciated, dominating the market as a legalized monopoly.

In two years the Grain Corporation turned over food products to the value of \$5,500,000,000, larger, I think, than the financial transactions of any American organization, not excepting the Steel Corporation.

In that two years it shipped overseas over \$2,000,000,000 worth of food products. It was established as a great agency to stabilize the food prices for our own people and to secure maximum surplus food contribution overseas to our Allies. In that conception it tried to so administer these enormous transactions that no profit would attach to those services. I am glad to report to you and to the American people that the profit of about \$20,000,000,000 actually accrued after two years' operation is almost exactly the profit taken on that portion of the business which could be assigned to neutrals. As to neutral business, we had a conception that these neutrals, generally, were selling to us and our Allies their ocean freight carriage at enormous ocean rates which the war necessities of ourselves and our Allies forced, and that in return we had a right to openly demand a national profit in that portion of our business which we could, in justice, allot to them at all.

I submit to the approval of good Americans the soundness of both of those policies, namely: A profit on neutral business, and no profit whatever on the resales to our Allies and to our own people. So far as is humanly possible in the complexity and magnitude of its operations, the Grain Corporation has been able to adhere to both.

I have made clear that the Grain Corporation was not a price fixing agency in the sense of fixing prices by law for others to trade upon. Much the same explanation attaches to the other foods stabilized by the Food Administration. The Sugar Equalization Board bought the entire crop of the island of Cuba, arranged by agreement for a refining margin upon that raw sugar and for the reflection of its own purchase price through the various trade facilities by license regulation prescribing handling charges, and not prices. Rice and oils were stabilized by great trade agreements with producers, refiners and handlers, and not by price edict.

#### Eat More Bread

Again and again for the past few months I felt it my duty as Wheat Director, with adequate supplies of wheat at home, to press upon our people the fact that they had at hand the means of an immediate reduction in the household budget. I have pointed out that our flour consumption for the past year sank to 171 pounds per capita, against a pre-war normal of 235 pounds. I have emphasized that the mere restoration of flour consumption to the normal would save \$1,000,000,000 per year. And I am glad to say that I see every evidence that this truth is being appreciated, and acted upon.

Since the beginning of this crop year, and to date, the flour consumption of this country has exceeded the similar period a year ago by 5,000,000 barrels, and it is probable that the bulk of this represents an increase in domestic consumption. The increase to this extent of the cheaper wheat flour, and the displacement of higher priced foods thereby, would cumulatively increase that relief by the reduction in price on such foods as has taken place in the last 60 days, also would seem to again confirm that the American household, with its usual common sense, is helping to solve its own problems.

#### The Guarantee

I want here to speak about that particular phase of the Wheat Director's responsibilities which has

probably been most in your minds, and that is the question of a resale price of wheat lower than the guarantee basis.

Pressure on this office since the legislation of last March has been so continuous and severe that we should announce a resale reduced price of wheat and assess the difference on the National Treasury.

The legislation passed by Congress to make the guarantee effective included the extension of war powers and the extraordinary appropriation of \$1,000,000,000. It was assumed at that time that our whole problem was the purchase of an enormous crop of wheat at the guarantee price in the protection of the producers' pledge, and that the resale policy of such accumulation could be directed effectively by the national agency.

I think I may claim that the authority in the Act and the Appropriation were both on my recommendation. I conceived that the national agency had not only the obligation to make the guarantee good to the producer but also an obligation that the consumer should be able to buy his flour and bread at such price, as nearly as possible, representing a price uninfluenced by the guarantee. If it had developed that the world price of wheat was clearly below the guarantee, then the Wheat Director would, in making the guarantee effective, have secured most of this crop of wheat and would have directed its resale to our consumers at that world price, charging the loss to the National Treasury as the liquidation of a war contract.

But when it became apparent through crop losses that the world price was clearly not less than the guarantee basis, then that rightful obligation to the consumer vanished. When it became further apparent that buyers in this country other than the Grain Corporation were willing to absorb the producers' wheat at above the guarantee basis and the national agency therefore could not purchase, then legislation, made on the assumption of securing the crop solely by purchase, became totally ineffective. There is, today, no effective control of the maximum price of wheat except the natural pressure of the crop and that pressure has not been severe enough for all wheat, or even the bulk of the wheat to land in the hands of the Grain Corporation.

An effort today, to name a resale price of wheat would be probably ineffective. If, as was desired months ago, a declaration had then been made by the Wheat Director establishing a definite resale price of wheat, the futility of it would have, today, made that office a laughing stock.

#### Effect of Maximum Prices

I lay this down as a general economic principle, corroborated by the experience of Britain, France and Italy, who have tried the contrary, that when the price of a commodity is artificially and arbitrarily based, that commodity thereby loses immediately its natural influence on other commodities and the relation is definitely broken.

The price of bread maintained abroad artificially low, at great expense to their national treasuries, has had no influence whatever on the prices of related foods which have soared to new heights, perhaps even exaggerated by the very artificial cheapness which was expected to sympathetically affect them.

Believing, as I do, in the far-reaching and disastrous effect which such artificiality would have on production and distribution, I do not believe any man in this country should have the right to name an arbitrary and artificial price on one of the staple foods. The moment you eliminate as the measure of value the supply-and-demand factor, ascertained as accurately as possible, then you have entered the realm of pure theory and dangerous practice. If \$1.50 is in the public interest as the price of wheat, would it not be increasingly in the public interest to make it even lower—say, \$1? And if \$1 is a great social boon, would it not be better to give wheat away, entirely? You can see the absurdity of such reasoning—you can appreciate the menace to the sturdy self-respect of our people.

More dangerous is the constant menace to production. No matter how completely the guarantee is made effective for the present crop, the producer of wheat, having before his eyes the lower consumptive level of the product of his wheat, could not but be affected in his production plans.

Abroad, artificially depressed bread has been met by artificially inflated wheat guarantees until the vicious circle is choking the economic life of those countries. In all conscience I could not consent that this should be fastened round the throat of America. The way to real and lasting relief lies solely through adequate production. This is beginning to be so generally recognized and so generally expressed that there is danger its vital meaning be lost by reiteration. Adequate production, agricultural and industrial, will solve our problems as nothing else can do, and until our people learn the truth of that, there will be much distress and much unrest.

#### An Illustration

I picture it to myself this way, and perhaps this illustration will help you to get a clearer comprehension of what it means: If there were a self-contained community of 10 men, producing and consuming for that self-contained unit, and if by reason of shirking or for other cause, the production shrank to nine articles of general use, would this not be the result: That on the part of some there would be an effort to

early provide their own requirements. On the part of others, to anticipate for a profit the shortage that would finally develop. On the part of others, an alarm that they may not be provided and an attempt to protect themselves by payment of premiums before the certain exhaustion of supply, and would not all these factors cumulatively increase the price, inviting all manner of speculation in anticipation of that price increase?

If, on the other hand, those 10 men produced 11 articles, would the result not be such ease of mind and re-assurance of adequate protection of consumers' needs that there would be naturally set up the orderly and normal marketing process, and without undue burden?

Now, you may multiply these 10 men by 10,000,000, and multiply the simple articles of such a small community into the thousands of complex articles that such a vast community must use, and, consciously or unconsciously, by indirect influence or by direct purposeful planning, the result would be the same. Thus to-day the result of inadequate production in many lines is the root of many of our evils.

There is a vacuum here and abroad in many of the real needs of civilized existence. This vacuum results from the partial starvation of commodity markets by diversion of production energy during years of war.

To overcome that vacuum and restore the normal supply and normal processes of life required an intensity of effort on the part of all workers, whether of head or of hand. No man has a right to-day to shirk his part in reinstating the balance of world except for the most vital of grievances. Industrial relations never seemed more difficult of proper solution than to-day but they will be solved with the same sanity and common sense and fairness that has marked two thousand years of real progress in human rights. It is important, however, that in reaching this solution, in the false starts and wrong methods that may first be tried, there should be laid no foundation for future strife and bitterness if that can be avoided.

#### Getting Back Into Industry

I lay especial emphasis on this, for I am reminded that less than six months ago, in this city, there was held a convention of the Chamber of Commerce, under radically different industrial and economic conditions than exist to-day. I recall that, with a broad vision of the obligations of employers as good citizens, that convention expressed itself in no uncertain terms and in a manner that met widespread approval, calling upon employers, everywhere, to facilitate the reabsorption of the released soldiers into industry. Six months ago every American agency was devoted to the task of readapting industry from war production to the ordinary uses of commerce in such a manner that there should be full employment for the men released from service. Only a few days ago the War Department officially stated that, of the 4,000,000 men released from service, less than 4,000 were still unplaced in industry. I state it with full conviction that the public spirit and sure enterprise of our people has facilitated that kaleidoscopic change of the last six months. I state also, with full conviction, that we would be blind, indeed, if we did not see the signs of a change in the preferential position in world trade which facilitated that fortunate reabsorption. For four years we have sailed on the easy current of a world trade supremacy because our competitors were engaged in war-making and not in trade competition. This trade supremacy culminated for the fiscal year ending July 1, last, in an excess trade balance of \$4,000,000,000. We shall hardly see its like again.

#### The Export Trade

I study the pre-war export figures of our chief competitors and find that the export value per capita per year stood as follows:

Great Britain .....	\$45 per capita
Germany .....	27 per capita
United States .....	12 per capita

To me those figures speak of generations of export trade experience and energy, of familiarity with foreign trade in every phase, of the knowledge how to obtain and how to retain foreign trade on which their own industrial activity was based.

To be sure we have acquired some advantages during the four years of practical monopoly which we have enjoyed. Our nationally-owned merchant fleet has increased from 4½ per cent of the world total in 1912 to 25 per cent to-day. We have acquired national credit and banking resources which will stand us in good stead. It will be, however, a severe strain on American organization, resourcefulness and energy if we shall retain the overseas trade which mainly enables us to maintain our intense industrial activity and our higher wage-scale.

#### Europe Recovering

The normal tendency and desire of man is for orderly employment and its productivity. Last May, in conjunction with the Department of Agriculture, we sent investigators through Europe, covering 5,000 miles through central and southeastern Europe, across Austria-Hungary, the Balkans, Russia, Poland, Czechoslovakia and Germany. They brought back the report that 90 per cent of the arable land in Europe was in cultivation five months after the armistice. Remember that this was a district stripped, by five



years of war, of its normal supply of work animals and tools and that this extraordinary showing was therefore made in the face of unusual discouragements. In the industrial centers, re-employment is slower because the facility of employment, the factory, must have raw material, and that is difficult to obtain, with finance, transportation and commerce disorganized. But the normal desire of man in the centers of population is, I believe, the same as that in the agricultural districts: That they may be allowed to work and produce, and the difficulties that delay that consummation will be gradually solved.

Recall, if you will, the press reports of last January and February about the apparent collapse of organized society in so many centers of Europe. Compare those reports with what you know to-day of the gradual reinstatement of the agencies of civilized existence. Give full weight to the fortunately sound and healthful instincts of mankind for orderly society, but take an especial pride that the re-establishment of order was especially facilitated by American vision and American effort. It required American genius to stretch across war-torn Europe that organization of Army officers and civilian volunteers to whose efforts is largely due the salvation of European civilization. Where communication of all kind had broken down, American organization stretched the web of telephone and telegraph wires in such effective operation that the Supreme War Council often used that commercial system. American organization, by authority of the Supreme War Council itself, operated railways and canals and, across conflicting and jealous boundaries, distributed American food and supplies, restoring faith and hope and courage. The black shadow of famine was driven back to Russia itself by American food and American distribution genius that overcame all difficulties. American organization, under authority of the Supreme War Council, distributed coal, the life blood of Europe, and again across conflicting and warring frontiers, creating in Europe the fullest activity possible and materially aiding the reinstatement of employment and the social order that follows employment.

## A Tribute to Hoover

And the head and front of all that American organization—the personification of the ability and devotion which it typified, the outstanding figure in the reconstruction period of stricken Europe, was he under whom we have delighted to serve—Herbert Hoover.

I recite as typical of the character of this leader that, amid all the many cares of these complex duties, he had an eye to note and the heart to feel the condition of the children of Europe. With the same practical helpfulness there are being fed to-day in Europe 4,000,000 unfortunate children, and in the American fashion—sympathetic, but effective. Every child not over 12 certified by competent medical authority as being underweight or underheight or of clouded mentality, receives an extra meal a day especially suited to such children—milk, cocoa, and cereals. The record of that vast philanthropy is that in the average, from 90 to 100 days, these children are restored to their normal birthright of health, wrenched from them by the savage hand of war.

Americanism still lives here and abroad. The land that registered 14,000,000 men for military service without disturbance and the land where 12,000,000 housewives by voluntary effort accomplished miracles of food conservation, keeping our Allies in the war until we could come to their aid, has not lost that idealism overnight. It seems to me the American way that we have helped to rescue and free these people abroad, that we have restored their children to health and strength, and that it is the American way now to establish their boundaries and status, to facilitate the credits and furnish the raw material that revives their economic existence, capitalizing their character and their future resources in this time of desperate need and that it is the American way also to take those people by the hand, protect them and guide them in their present halting steps until they have learned to walk upright in the society of nations.

**Mr. Reynolds:** I move that the Grain Dealers National Association extend to Mr. Barnes its thanks for the splendid address, and also for his high-minded, honest administration of the affairs of the Grain Corporation, and that we again extend to him a vote of full confidence in the administration of this high trust which has been imposed upon him. (Seconded by Mr. Sager, and carried unanimously by rising vote.)

**The President:** We will resume the work of the Trade Rules Committee.

**Mr. Watkins:** The first is as to Rule 36. I move the recommendation of the Committee be adopted. (Seconded by Mr. Green, and carried.)

**Rule 36. Brokers:** (A) A BROKER IS ONE WHO IS ENGAGED, FOR OTHERS, ON A COMMISSION BASIS, IN NEGOTIATING CONTRACTS RELATIVE TO PROPERTY WITH THE CUSTODY OF WHICH, ACTUAL OR CONSTRUCTIVE, HE HAS NO CONCERN.

A PERSON IS NOT A BROKER:

1ST. WHO HAS POSSESSION AND ABSOLUTE CONTROL OF MERCHANDISE SHIPPED TO HIM TO SELL AND COLLECT THE PRICE, (THERE-

FORE, A COMMISSION MERCHANT TO WHOM GRAIN IS CONSIGNED FOR SALE IS NOT A BROKER.)

2ND. WHO RECEIVES A SALARY INSTEAD OF A COMMISSION OR BROKERAGE.

3RD. WHO ACTS FOR ONE PRINCIPAL TO THE EXCLUSION OF ALL OTHERS.

(B) A BROKER HAS POWER TO BIND HIS PRINCIPALS ONLY TO THE EXTENT OF HIS INSTRUCTIONS AND THE PRINCIPALS ARE NOT LIABLE FOR ANY ACTS OF THE BROKER IN EXCESS OF SUCH INSTRUCTIONS.

(C) A BROKER WHO, IN GOOD FAITH OR OTHERWISE, EXCEEDS HIS AUTHORITY IS LIABLE FOR RESULTING DAMAGES.

(D) A BROKER WHO NEGOTIATES A CONTRACT, WITHOUT DISCLOSING HIS PRINCIPAL'S IS RESPONSIBLE AS PRINCIPAL UNTIL THE REAL PRINCIPAL'S NAME IS GIVEN UP AND ACCEPTED BY THE OTHER PARTY.

(E) A BROKER WHO, IN GOOD FAITH, NEGOTIATES A CONTRACT, WHICH IS IN ACCORD WITH INSTRUCTIONS FROM BOTH HIS PRINCIPALS, WHO, AT THE TIME OF NEGOTIATION, ADVISES EACH PRINCIPAL THE NAME OF THE OTHER, AND, WHO COMPLETES SUCH NEGOTIATIONS IN ACCORDANCE WITH THE RULES AND CUSTOMS GOVERNING SUCH TRANSACTIONS, THEREBY FULFILLS ALL HIS OBLIGATIONS AND HAS NO FURTHER LIABILITY TO EITHER OF HIS PRINCIPALS. THE CONTRACT SO NEGOTIATED IS VALID AND BINDING BETWEEN THE BUYER AND SELLER, THE SAME AS IF IT HAD BEEN NEGOTIATED DIRECTLY BETWEEN THEM.

(F) (The original Rule 36.)

**Mr. Green:** Your Committee on Report of the Secretary find a suggestion there as to change in trade rules. Rule 22 to read as follows: "Car lots of grain and assorted feed stuff. These rules shall also



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govern transactions in feed stuffs in straight car lots, and grain, feed stuff and flour in assorted car lots. By feed stuffs is meant all animal feed that is derived from, or is a product of, grain."

That is simply to clarify that some.

(The rule as proposed reads as follows)

**Rule 22. Car Lots of Grain and Assorted Feed Stuff:** These rules shall also govern transactions in feed stuffs in straight car lots and grain, feed stuffs and flour in assorted car lots. BY FEED STUFFS IS MEANT, ALL ANIMAL FEED THAT IS DERIVED FROM, OR IS A PRODUCT OF GRAIN.

**Mr. Watkins:** I see no objection to it.

**Mr. Green:** I move Rule 22 be changed to read that way. (Seconded by Mr. Booth.)

**Mr. Sturtevant:** Has the preamble to the rules been changed to cover that point? The preamble says our rules shall govern transactions in grain, and I think the preamble should state also feed stuffs to cover that situation.

**Mr. Green:** I will accept that suggestion. (Motion carried.)

**Mr. Scott:** The Committee on President's Address was informed that the Committee on Resolutions had been handling his address. Therefore it is no necessary for our Committee to report.

**The President:** We will next have report of Committee on Merchant Marine.

## REPORT OF COMMITTEE ON MERCHANT MARINE

AT THE meeting of this organization held in Milwaukee last year a new committee was created with the title of the Merchant Marine Committee of the Grain Dealers National Association. This committee was appointed at the request of the Chairman of the United States Shipping Board, with the object of co-operating, as representatives of an important organization, in the proper handling of the great problem of shipping, which was given impetus by the World's War, and to secure the greatest possible advantage offered by the leading position the United States assumed during the war. Immediately

upon its appointment your Committee communicated with the Chairman of the United States Shipping Board and offered its services whenever useful and it subsequently compiled certain desired information and statistics. However, up to the present time it has not been called upon to aid in the enactment of legislation, but Congress is now having hearings, or hearings are about being started, upon measures of importance, which should have due attention.

## The Government's Merchant Marine Policy

About August 1, E. N. Hurley, resigned as Chairman of the United States Shipping Board and was succeeded by Judge John Barton Payne. The policy of the Shipping Board was very recently stated by Chairman Payne as follows: "In my view the policy of the Government will have in mind first the creation and operation of a permanent merchant marine. The Government finds itself now in possession of, or will be in possession of when construction is completed, more than 2,000 ships, a very large majority of them being first-class ocean steel ships. These ships cannot lie idle in the water and must be operated. Until they can pass from the ownership of the Government into private ownership they must be operated by the Government.

"Until the President and the Congress establish a definite policy as to the retention or disposition of the ships the Shipping Board will be required to operate them. In my view this should be done in the most efficient manner possible through private concerns, unless as is true as to some ships the Shipping Board has need for direct operation. This may be true, for instance in supplying Italy and some other countries with coal. It is our desire to sell the ships just as fast as the private concerns will absorb them where the sale is accomplished by a definite understanding that they are to remain under the American flag and form a part of our merchant marine."

## Private Ownership Recommended

In a report to Congress the Shipping Board further stated its policy; recommending private ownership and operation as a fundamental policy for commercial shipping, therefore the Government should retire from commercial shipbuilding, ship-owning and ship-operating activities at the earliest date which may be convenient and practical in order: "(a) To give our overseas trade the full benefit of competitive service. (b) To leave steamship operators free to render this competitive service, and (3) To impart to present and prospective steamship operators that confidence which they must feel before they can be expected to invest their money in existing ships, and to place the orders for new ships without which the outlook for the American shipbuilding industry will not be encouraging. With these principles in mind, we recommend the enactment of legislation which will empower the President to carry on for as long a period as may be necessary after the expiration of six months from the signing of peace, the work which is now being done under his direction in planning and organizing, with the equipment now at hand and that may hereafter come to hand, an adequate, well-balanced and properly co-ordinated merchant marine."

These plain statements clearly indicate that the Shipping Board does not favor permanent Government control or operation of ships engaged in commerce.

Many commercial and trade organizations throughout the country also appointed committees for the consideration of this important subject and for your information we submit brief extracts of the policy expressed by some of the principal organizations: The Chamber of Commerce of the United States advocates private ownership and operation of Shipping Board vessels and favors the distribution of the Government ships among small interests. The National Foreign Trade Council is opposed to any continuance of Government operation. The Trans-Mississippi Readjustment Congress favor the turning over of the United States Shipping Board vessels to private operation. The Merchant Association of New York advocate the prompt sale of ships by the Government as far as possible at the world's market price. The American Exporters and Importers Association recommend the sale of Government ships to proved American citizens, firms or corporations. The National Association of Manufacturers are opposed to any continuance of Government operation. The American Manufacturers' Export Association recommend that all ships owned or contracted for by the Government be sold to American ship operators at the earliest possible moment after a proper basis for such a sale can be established. The Philadelphia Board of Trade advocate private ownership and operation of the merchant marine with minimized Government control. There are a large number of smaller organizations throughout the country whose recommendations are substantially in line with the above.

On the other hand these favor Government control or ownership: The Chamber of Commerce of Kansas City recommends Government ownership with private operation under Federal supervision. The National Grange and Pennsylvania State Grange are on record as favoring a Government-owned merchant marine.

## Vessels Now Needed for Coal

The question has frequently been asked, and very properly, why the United States Shipping Board has not furnished more vessels for the transportation of grain, thereby relieving the congestion at American



ports which has made it impossible for interior grain shippers to obtain shipping permits. Generally speaking the United States Grain Corporation makes its sales of wheat to foreign governments, or foreign buyers operating through their respective Governments, with the understanding that the foreign buyers must furnish the ocean tonnage and the time of shipment of grain depends upon the promptness with which the foreign purchasers send their vessels here for loading.

In a very recent report of the United States Shipping Board this is referred to and attention is called to the fact that many American ships are engaged in the coal carrying trade. With the approach of winter there is great menace to life in Europe for a lack of coal. To avert a world shortage America must export upwards of 81,000,000 tons. This nation's pre-war export of coal was less than 20,000,000 tons per year. This excess over pre-war exports which must be supplied by this country, if the world shortage is made up, is approximately 61,000,000 tons. To make up the deficit America would have to export within a few months more than four times as much coal as it ever exported during an entire year and attention is called to the fact that European nations are using their own tonnage in trades best suited to their maritime interests.

Italy is practically the only European government which is extensively using its own vessels in carrying coal from the United States for Italian relief. It appears certain that the people of France, Belgium, Holland, Italy, Denmark, Norway, Sweden, Spain and Switzerland will be among the ones that will suffer most for want of coal and the shortage will fall with no less weight upon Germany and Austria-Hungary. That it may be better understood what this shortage means it would require 1,249,000 cars of 50 tons each to meet the shortage and 12,500 vessels of 5,000 tons' capacity would be necessary to carry this amount of coal across the ocean in one trip. More than 60,000 men would have to dig coal at top speed for a year to produce the tonnage.

During the past three-quarters of a century the American people have shown a remarkable degree of indifference to the steady decline of American shipping until we reached the humiliating position of American ships being practically banished from the seas and the American merchant flag seldom seen in foreign ports. The World's War has awakened the nation from its lethargy and it is now demanding a return to our former sea prestige.

## Brief History of American Merchant Marine

Historians say that our Constitution was dictated by commercial necessity more than any other cause. With the return of peace after the Revolutionary War general attention was given to building up a merchant marine and many of the first laws enacted under the Constitution related to this subject. In 1789, 23.6 per cent of American exports and imports were carried in American vessels. Under wise laws the carrying trade steadily increased until 1826 when 92.5 per cent of our exports and imports were transported in American ships. After this time there was a steady decline, and in 1914 only 8.2 per cent of our exports and imports were carried in American bottoms.

In the past two years this country has again taken place among ship-building nations. In 1918 and until August 23, 1919, a period of about 20 months, there was launched from ship yards under control of the Shipping Board 8,199,791 tons of shipping. In June, 1914, the total gross tonnage under the American flag, including the Great Lakes, was 4,287,000 tons. In June, 1919, our gross tonnage was 11,983,000 tons, an increase of 278 per cent, chiefly in ocean going steamships. The steam tonnage under the American flag is now 24.8 per cent of the steam tonnage of the world and our seagoing personnel consists of 51,560 officers and men.

This showing exemplifies American energy and resources and there is much in it to restore our maritime pride and revive our love for the sea, but the Government must sooner or later cease its ship-building activities which were essentially war necessities. Therefore it is not only a matter of national pride, but the duty of every American citizen whether residing in the coastal or inland sections to co-operate in the further development of the merchant marine, until we are no longer dependent upon our commercial rivals to transport our products and that American products may be carried to the markets of the world in American built ships, manned by American seamen and sailing under the American flag.

## Resolutions

Your Committee recommend the adoption of the following Resolutions:

**RESOLVED:** That the Grain Dealers National Association favor, as soon as a proper basis can be established, that all ships owned, or in process of construction by the United States Government be sold to American citizens or to Corporations acting under Federal charter.

Further, that shipping and navigation laws be so amended that American shipping may be able to compete with foreign nations in the world's carrying trade, also the revision of any financial laws and regulations detrimental or burdensome to American Ship-building, or the operation of ships by American citizens.

**Mr. Sager:** The resolution suggested there has been taken care of in the report of the Committee on Resolutions. I move the report be received, with the

thanks of the Association. (Seconded by Mr. Scott, and carried.)

**The President:** The next will be report of Arbitration Committee No. 2.

## REPORT OF ARBITRATION COMMITTEE NO. 2

**A**RBITRATION Committee No. 2 during the past year have considered thirteen (13) cases involving \$10,647.56 and in every instance the Committee who represented varied interests of the trade were unanimous in their decisions which were as follows:

9 cases in favor of the plaintiffs totaled....	\$6,176.17
1 case in favor of the defendants.....	78.57
1 case compromised or settled for one-half the amount claimed, namely.....	2,592.82
2 cases amounts claimed were approximately.....	1,800.00
Total .....	\$10,647.56

The Committee found it impossible to render a definite decision as to the amounts due in two cases, but named a basis which the litigants should use to adjust their differences.

The Committee have under consideration eight cases involving \$11,232.23. In the case that was compromised, the evidence was not all conclusive, and in several instances quite contradictory, hence the Committee felt that it would be service well performed to arrive at a settlement that would be satisfactory to both parties which was done through correspondence.

The membership have been repeatedly asked to familiarize themselves with our trade rules, and Committee No. 2 feel it incumbent upon them to again bring this important fact to their attention. Some of those who have seen fit to use the service of the Arbitration Committees seem disposed to inject into their pleadings a lot of unnecessary detail which to some extent hampers the Committee and tends to slow up rather than expedite the work.

What the Arbitration Committee needs is a clear concise statement of facts and not a lot of unnecessary words. If litigants would endeavor to place themselves in the position of the arbitrators and try to realize that every member of the Committee is a man of affairs and in most cases is pre-occupied with details of his own business and especially so at present, while operating under Government regulations, etc., the work of the Committee would be much easier and much more expeditiously performed.

Arbitration Committee No. 2 finds that in most of the cases presented for adjudication that claims have arisen through the neglect of parties to exchange confirmations, and in some instances, they apparently failed to examine or check carefully such confirmations as were received. All sales, when possible, should be on the basis of a certain number of bushels, rather than a certain number of cars, as the sized car received usually leads to a difference, or at least dissatisfaction when there has been a material change in values.

Since this report was written seven cases have been passed upon involving approximately \$6,000, which leaves four cases still in hands of the Committee. One case involving about \$6,500 in process of settlement by compromise which with the other three will be cleared within the next 10 days.

**Mr. Green:** I move the report be received and placed on file. (Seconded by Mr. Sager, and carried.)

**The President:** Report of Arbitration Committee No. 3, Mr. Rice, Chairman.

## REPORT OF ARBITRATION COMMITTEE NO. 3

**A**T THE outset of my report I desire to tender my thanks for the very hearty co-operation I have had from the other members of this committee; Mr. Coles and Mr. Craft. It has been a great pleasure and privilege to work with these gentlemen on this Committee. We also want to thank the secretary, Mr. Quinn, for his co-operation and promptness in answering all inquiries we have made.

During the year 22 cases have been submitted to our Committee for consideration. We held two meetings during the year. The first meeting was held in New York last March, at which time decisions were rendered on seven cases. The second meeting was held in July in the offices of our secretary at Toledo, Ohio, at which time we rendered decisions on nine cases. Three other cases were decided by mail last week. At present we have three cases on our docket, on which decisions will be rendered within a few days.

Recommendations of changes we thought necessary to our Trade Rules have been made to the chairman of that Committee for their consideration.

In handling our cases each member was given ample time to go over the evidence and form his decision in the quiet or his office or home before the committee came together. It was of considerable interest to us to note, when we met and made our comparisons, that we all had formed practically the same opinion on the 19 cases decided.

Some litigants attempted to misconstrue the term, "Subject to embargoes, car shortages, etc.," as not being a part of the contract. This Committee, however, considered it as such in every instance.

In only one case were we tempted to return the papers for recompiling. The others we commend for the painstaking manner in which they were arranged.

Our members should direct more attention to the

trade rules and their contracts, and if perchance they make a loose contract, stand by it. Avoid making loose contracts, make them definite.

In conclusion remember that we are all human and that it is good business ethics to co-operate and some times look at the transaction from the other fellow's point of view, that there is a vast difference in being technically right and morally wrong. Let us all help bring about the millennium in our dealings with our fellowmen by becoming familiar with our trade rules, properly interpreting our contracts, and in so doing be not only always technically right, but always morally right.

**Mr. Cook:** I move the report be adopted, and that the thanks of the Association be tendered to the Arbitration Committee. (Seconded by Mr. Baldwin, and carried.)

**The President:** The Arbitration Appeals Committee report will be read by Mr. Scott.

**Mr. Scott:** Mr. Hutchinson is chairman of this Committee, but his modesty forbade his appearing twice on the program. The statistics reported by Mr. Quinn were made up before this report was written, and that accounts for the seeming discrepancy.

## REPORT OF ARBITRATION APPEALS COMMITTEE

**T**HE business handled by the Arbitration Appeals Committee has greatly increased during the past year. Considering the services rendered to the grain trade by the Arbitration Appeals Committee, it has been suggested that the Association is not adequately compensated by the small appeal fee of \$25.00. None of the members of this Committee receive any pay whatever for the service they render to the Association.

Another matter deserving attention and one of the most fruitful causes of disputes is the lack of uniformity in the confirmation of sales and purchases. If our membership could be persuaded to use the simple, plain confirmation blank which has been approved by the Association, a great deal of litigation would doubtless be avoided.

We also desire to challenge the attention of litigants in arbitration cases. It certainly is unfair to expect arbitrators to take their time, or the time of their employees to decode cipher messages. Occasionally members of this Committee examine these cases while absent from their offices and are often inconvenienced because of code messages.

Again, this Committee has found discrepancies and inaccurate copies of letters and telegrams submitted by the various litigants. In some cases this might prove to be very embarrassing and might greatly delay a decision in such cases. We desire to make the following recommendations:

1. That the arbitration appeal fee of \$25.00 be increased to a sum that will more nearly compensate the Association for services rendered to litigants.
2. That all telegrams, or copies of telegrams be submitted by the telegraph company and, if code words are used, that a correct translation appear on the same telegraph blank below the main body of the message.
3. That where copies instead of originals of papers, documents, telegrams, expense bills, etc., are submitted in evidence by litigants, that an affidavit must accompany such papers showing that all the copies submitted are true and correct. One blanket affidavit to this effect in each set of papers is sufficient.
4. That a greater effort be made by the officers of the Association to prevail upon the members to use the uniform confirmation now in effect.

The following statistics, for the past year, may be of interest:

Number of meetings held by the Committee .....	3
Total number of cases decided .....	16
Number of cases affirmed .....	12
Number of cases reversed .....	3
Number of cases remanded .....	1
Total amount of claims .....	\$18,927.43
One counter claim .....	2,227.75

Grand total .....\$21,155.18  
The amounts in litigation range from \$78.57 to \$10,409.14.

The amount of award has been changed in four cases.

**Mr. Green:** I think the convention should take action on the recommendation as to fee. To get it before the meeting I will move that the fee be increased to \$40. (Seconded by Mr. Cook.)

**Mr. Scott:** I suggest it be made \$35.

**Mr. Hutchinson:** We do not want to deny anybody the right to take his case to the Appeals Committee. I believe the \$10 increase would be more in keeping with our policy.

**Mr. Sturtevant:** I hate to have the Association do anything to keep cases away from the Appeals Committee. As a member of an arbitration committee I feel a great responsibility, and I would like to see the litigants have the benefit of the Appeals Committee where there is the least question.

**Mr. Riley:** The object of the Association is to perform service, and I believe the least possible fee should be charged. One of the things that have built up the Association is this arbitration feature, and I think the Association should render this service at



the least possible cost. I have another theory, and that is that there should not be taxed to the loser the cost. It should be divided between the two.

**Mr. Green:** I will accept Mr. Scott's suggestion of \$35.

**F. Y. O'Bannon:** Why couldn't that be arranged on a percentage basis, dependent on the amount involved?

**The Secretary:** That does not work out well. (Motion carried.)

**Mr. Sager:** I move the report be adopted. (Seconded by Mr. O'Bannon, and carried.)

**The President:** We will now have report on recommendations of the Secretary.

#### COMMITTEE ON SECRETARY'S REPORT

Your committee on the report of Secretary Quinn begs leave to report as follows:

Change Section 3, of Article 4, of the Constitution, to read four committees of three members each.

So that another committee may be assigned to arbitration cases—making four committees in all of three members each.

Add to Section 6, of Article 4, of the Constitution, the following:

(A) A committee of three members shall be appointed by the president of the Association annually, as a standing committee to which committee all rejected applications shall be sent. But the secretary and this committee shall examine into each case and report their recommendations to the Board of Directors.

Change Section 1, of Article 6, of Arbitration Rules, to read as follows:

Before a case can be submitted to a national committee, both parties shall file with the national secretary an agreement in writing to abide by the award of the committee and release the members of said committee from all responsibility for any errors in judgment that may occur in any respect whatsoever, and from the damage or loss resulting from their acts. The agreement shall be accompanied by the arbitration deposit fees of both parties of \$25 each. This is to apply to all parties, namely, direct, affiliated members, non-members and affiliated association or board of trade.

**Mr. Green:** I move the acceptance of the recommendations of the Committee. (Seconded by Mr. Scott, and carried.)

**The President:** I think we were all startled a little by the figures presented by Mr. Barnes as to fire hazard, and how few fires there were during the war, and how they have become more prevalent since. We have with us a man who stands high in the insurance world, Mr. C. A. McCotter, Secretary of the Grain Dealers National Mutual Fire Insurance Company.

#### RELIEF OR PREVENTION—WHICH?

NINETY-FIVE per cent of the insuring public looks upon insurance as a form of relief in the hour of calamity. They have been educated to this idea by the insurance fraternity offering that service only. The field of the insurance companies has been as a collecting agency from the many to make disbursements to the unfortunate few.

The fire insurance companies have done a wonderful work in the United States in collecting and disbursing more money per capita as insurance relief than has been done in any other country in the world. The grain business of the United States has been one of the heaviest contributors and one of the largest beneficiaries. It is a fair estimate that in country elevators alone there is an annual fire loss of \$5,000,000, of which 75 per cent is covered by insurance.

The recent war brought into the limelight the importance of the grain business. As the food supply was an important problem under the stress of war, so also will it be of importance as an economic factor in the period of reconstruction. The country grain elevators are the country's store-houses, in each of which is the product of from 300 to 3,000 acres of land, or the annual food supply of from 1,000 to 10,000 people. The food regulations of the war period and of the present are evidence that there is a moral obligation on the part of those having these supplies in trust to conserve them, and that the obligation extends to the grain business as a whole. To meet the present and the future requirements of world-wide distribution, the grain business must be conducted economically.

#### Fire Losses Always a Burden

Successful competitive conduct of a business depends upon the item of expense. Expenses are logically an investment for the advantage of the business, but when the expense is not a factor in production, it forms a burden. The fire losses of the country are a burden upon business, being ultimately incorporated in the cost of conducting the business. Therefore, the fire losses of grain elevators, whether distributed by the collection of the premiums, or borne by the individual, are a handicap to the successful conduct of the grain business, and the insurance cost is quite correctly considered a burden. Insurance is the third or fourth item of expense in the conduct of the grain business, thereby forming an important factor in meeting the problem of world-wide competition.

There probably is no other item of expense connected with the country elevator so possible of reduction as is the reduction of fire losses and the cor-

responding reduction in the insurance cost. The oft repeated statement that 80 per cent of fires are preventable is correct and to a great extent has been proved by the work of the mutual fire insurance companies.

Only in recent years has preventive work been recognized by insurance companies and co-operation been given by the public. Life insurance companies have recognized that educational methods as to preserving life are a financial benefit through prolonging the premium paying period of the policyholder. The methods followed by workmen's compensation companies in preventing accidents preserve the economic service of the experienced workmen and make the preventive cost less than injury relief. The inspection work done by the fire insurance companies during the war, under the auspices of the State Councils of Defense and the fire marshals and with the co-operation of the elevator and the flour mill owners, resulted in a reduction in the fire loss far greater than was the cost for the work. That inspection work as an economic factor is now recognized by the fire insurance companies and needs to be adopted by the grain business to its advantage. While the causes of fires are numerous, they are almost all entirely within the control of the individual owners.

#### Railroad Leases and Fire Losses

Yet there is one source of losses that needs the attention of the grain business as a whole. While it is recognized in the various forms of liability, such as workmen's compensation, that a business must be responsible for loss or injury due to its own negligence, the railroads are taking advantage of present



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laws to evade their responsibility. This refers to the conditions imposed in leases for railroad sites and side-tracks, under which the lessee is made responsible for every loss to the full extent of every fire.

There are two sides to every question, and undoubtedly the railroads have been driven to the course taken, by the carelessness and the indifference of many who do business on or adjoining the right-of-way. Under present practices, the financial burden and expense for fire losses caused by railroad operation is shifted from the cost of railroad operation, covered by the freight rates, to a cost to the grain business, covered by the expense of insurance plus the individual loss. If equity were carried out, not only would such losses be materially reduced, but the burden would be placed where it belongs. There is an obligation on the part of both parties to the lease.

Statistics gathered by a mutual fire insurance company making a specialty of country elevators show that during a seven-year period when the majority of the elevators insured had wood sides and shingle roofs, the losses from railroad hazards were 10.7 elevators for each \$10,000,000 of insurance, and that during a second seven-year period when the majority of elevators insured were iron-clad with non-combustible roofs the annual loss was 2.6 elevators for each \$10,000,000 of insurance. In fact, with one exception, the records show that all railroad hazards and lightning losses have occurred on shingle roof, wood-clad buildings. It is a logical inference that if all buildings on or adjoining the railroad right-of-way were metal-clad and had non-combustible roofs, then the railroads could well be made responsible for their own negligence in such fires as did occur. A further advantage of metal-clad construction is that lightning losses to country elevators are second to

locomotive spark hazards in amounts, but that the metal-clad, metal roof buildings are rarely damaged by lightning.

#### Insurance Cost a Large Factor

The Grain Dealers National Association seeks a benefit to the individual through action taken by the organization. In the past there has been an inclination to overlook fire prevention and insurance, in the grain business. But when we take note that for the past nine years, 10 mutual fire insurance companies on grain elevators and flour mills paid for railroad hazards over \$1,100,000 and for lightning, over \$700,000, and for all causes, \$13,000,000, and recognize that these amounts are but fractions of the total of all such losses, we must acknowledge that the cost of insurance and the need of fire prevention are large factors in the grain business of this country.

Some of the problems like the railroad hazard can be handled only collectively, while other problems are those of the individual through educational methods. In the past, the individual has paid his premium to secure relief in the event that a calamity happened. That relief or indemnity has not been equal to the value of the property as a going business, so that logically more benefit results for the premium that the insurance company uses to prevent the loss than when used merely in loss payments.

Fire prevention as a service has not been a feature of the fire insurance companies. Inspections and rates have been the work of the insurance companies for their own selfish benefit. While the property owner is the maker of the hazards in his construction and housekeeping, and has control of the property more days in a year than an insurance company can give it minutes, yet nowhere can he get as good advice and assistance in the preservation of that property as from the insurance company.

#### Savings Through Insurance Inspection Service

Luckily the country grain elevator is not helpless in securing experienced insurance service. There are mutual companies devoted to the class, which have data regarding and measures of prevention for every hazard that has been the cause of fires. The service of experienced men with those companies is available to every individual in the country grain business. Several thousand country grain dealers have used those companies with a result in savings greater than the amounts that the companies have paid for losses. The savings represent property that is still standing and doing business, due to the methods adopted by the policyholders of those companies. The savings, it might be figured, have gone to the individuals, but the burden of paying for losses has been saved to the body of policyholders as a whole.

Many theories are to be advanced for changing present conditions from abnormal back to normal, but the solution in many businesses, including that of the grain trade, is going to be through increased efficiency in preventing waste. The country grain dealer has a moral obligation, in handling the product of the farm and the food supply of the people, to prevent losses that are within his control. The obligation extends to the grain trade collectively, for it can fulfill its mission profitably under the world-wide competitive conditions only by reduction in the cost of operation.

#### Re-education on Insurance Problems

The annual loss of several millions of dollars that is now spread over the business through insurance is probably the largest unnecessary expense, and the one most easy to reduce. The insuring public must be corrected in its supposition that the indemnity for loss comes out of the insurance company, and that if they pay the small premium they have shifted the responsibility onto the insurance company. Lack of responsibility breeds neglect, so that the very fact of insurance has led to more fires than would occur if insurance did not exist.

It needs the interest and leadership of organizations like the Grain Dealers National Association to re-educate its membership to the true understanding of the problem. Then a greater service should be demanded of the fire insurance companies than the mere matter of indemnity. The grain business and insurance are so closely interwoven that their mutuality of interests should be recognized. Excessive fire losses are of as much injury to the policyholder as to the insurance company, and also fire prevention, under which the insurance company as well as the grain dealer can do business at a less cost, is of the same benefit to both.

In these times when advanced ideas are advocated and needed, among the important problems for the grain trade to decide is whether the great fire waste and corresponding high insurance cost is to continue or shall the economic need of the producer and the consumer and also the grain dealer be recognized by more preventive measures against fire loss. Briefly, shall it be: Relief or prevention—which?

**Mr. Metcalf:** I move a vote of thanks to Mr. McCotter for this most excellent address. (Seconded by Mr. Baldwin, and carried.)

**The President:** We have with us a representative from a sister association, about the same size and only two years older than we are. They had a resolution they wanted to get before the Resolutions Committee, but it was received too late, and they de-



sire to present it on the convention floor. Mr. Taylor, secretary of the National Hay Association.

**Mr. Taylor:** The resolution is as follows:  
**On the Horse Publicity Campaign**

Whereas, the decrease in the use of the horse, and the substitution of the motor-truck and tractor to perform the work formerly accomplished by that faithful animal, has been increasingly noticeable during the past few years, and

Whereas, recent investigation has developed some startling facts in relation to the horse as a power unit, both on the farm and in the city, especially in comparative data pertaining to the cost of operation as against the motor driven vehicles, we believe the tractor and truck has its place, but the time will never come when we can dispense with the horse as a motor.

Furthermore, the horse interest has suffered by neglect, on the part of its friends, to give publicity to its use as an economical means of motive power.

Whereas, the expensive advertising campaign conducted by automobile, motor truck and tractor manufacturers, has in our judgment created a wrong impression on the public mind which should be removed through a campaign of education, and to encourage the production and utilization of the horse on the farm and in the cities as a motive power,

Therefore, be it resolved, that the Grain Dealers National Association join in with the Horse Publicity Association of America, Incorporated, the National Hay Association, Incorporated, and others interested in a campaign of this nature, and

Be it further resolved, that this Association appoint a committee to attend a meeting of the above Associations in New York City, Pennsylvania Hotel, October 30 and 31.

**Mr. Sager:** I move the adoption of the resolution. (Seconded by Mr. Booth, and carried.)

**The President:** The next is report of Natural Shrinkage Committee. It will be read by the secretary of one per cent.

**The Secretary:** Mr. Goemann states that there is no report. As I stated in my report, this matter of natural shrinkage is virtually a dead letter in the Association. When Order 9009 of the Interstate Commerce Commission covering claims for loss and damage to grain in transit is finished and the Commission has disposed of the matter, this committee will go out of business, because the committee representing the shippers have conceded a natural shrinkage or scale variation, or whatever you may call it, of one-eighth of one per cent.

**The President:** The next is report of Committee on Demurrage. The secretary also will read that.

## REPORT OF COMMITTEE ON DEMURRAGE

**D**URING the past year your Demurrage Committee has not been called upon to do any service.

War conditions, and the Government taking over and operating the railroads—it has been deemed unwise to protest demurrage charges or criticize rates. Almost every branch of business handling merchandise has been hit by the demurrage rules and regulations.

We notified the Commission at Washington that the grain trade especially, has been hit pretty hard with demurrage charges by conditions existing over which they had no control; viz: (Bunched cars) at Eastern terminal points; and New England suffered especially by this happening, and has paid dear. All grain dealers throughout the country will welcome the day when all railroad lines will have a reasonable schedule movement for cars in transit and a specified time when they shall arrive at destination. This would give the receiver an opportunity to anticipate his wants ahead and figure on arrivals and avoid demurrage. A reciprocal demurrage might then be established on a fair and equitable basis.

The new demurrage rules and regulations which went into effect July 20, 1919, have helped considerably, but we believe that the National Grain Dealers Association in conjunction with the National Industrial Traffic League and other associations can after conditions become normal work out and submit to the Commission demurrage rules and regulations that will be on fair equality basis to all concerned.

**The President:** The secretary will read the Crop Reports Committee report.

## COMMITTEE ON CROP REPORTS

**Y**OUR Committee on Crop Reports begs to submit the following report, which, necessarily, due to the nature of its duties, it is unable to make an extensive and elaborate report, as some other committees are able to do. Owing to the fact that the work of this committee seems to be purely suggestive, and the matter of crop reports is now handled in such an elaborate and comprehensive manner by both the Agricultural Department and various other sources, there seems to be little the committee is able to recommend.

It seems to be the universal opinion that crop reports should be gathered from the most reliable sources in the various sections of the country, namely, county farm bureaus, country elevator operators and reliable conscientious and progressive farmers. These reports should be gathered and given to the public in the shortest possible time because of the possibility when too long a time lapses between the gathering of reports

and the publishing of same, radical changes in the condition of growing crops may occur.

It has been suggested by one member of the committee that in his opinion there should be a closer working arrangement between the various state crop reporting committees and the national committee; that these reports (as has been suggested in previous reports made by this committee) should be issued at the same hour and date and should agree, at least, to a reasonable extent. It has also been suggested the crop reports issued by the Agricultural Department are so extensive in detail that the average dealer does not have the time nor inclination to gather from same the information contained therein. Therefore, we would suggest to the Agricultural Department that these reports be issued in as short a form as possible so as to be of more use to the average dealer in grains and seeds.

There is coming to everyone's desk regularly every week—sometimes many times a week—bulletins relative to various features of the grain and seed trade, which we find, upon considerable inquiry, go direct to the waste basket, due to the fact that the information contained therein is of little or no interest because the same information has already reached the dealer's desk through daily market reports, trade journals, etc. We have noticed in many instances two or three copies of the same bulletin will come in the same mail. This all means a large expenditure of money on the part of the Agricultural Department, greater congestion of the mail service, and an unnecessary expense. We hardly feel out of place in suggesting that the Agricultural Department determine from the grain and seed interests just what matters they are interested in and, if possible, cut out many bulletins, papers, etc., thus cutting down, to a considerable extent, the expense of the Department.

We feel certain that the membership of the Grain Dealers National Association stands ready at all times to aid in every possible manner the Agricultural Department in securing reliable information regarding all matters pertaining to the grain and seed trade, and we would suggest to members of this Association that all inquiries from the Department be given careful and prompt attention. In this manner we can help one another in securing the information desired through the Department.

**Mr. Green:** I move these reports be adopted, and I suggest a copy of the last report read be sent to the Secretary of Agriculture as a report of this Association. (Seconded by Mr. Booth, and carried.)

**The President:** The Hay and Grain Join Committee have no report. Is there any unfinished business?

**C. F. McDonald, of Duluth:** It is my understanding that the Market Survey Committee is not a permanent one, and there is no arrangement for the extension of its work. Its work has been valuable, and its opportunity for service has not expired. The terminal markets are particularly familiar with the activities of the committee. Their visit to our market gave opportunity for presentation of conditions concerning sampling and other matters connected with supervision that was very valuable. I move the services of the committee be continued, and proffered to the Government and that committee be made permanent. (Seconded by Mr. Ferguson, and carried.)

**The President:** Next is the report of the Auditing Committee.

## AUDITING COMMITTEE

Your committee appointed to audit the books and accounts of the secretary-treasurer has carefully examined the books and accounts of the Association and begs leave to report the same well and neatly kept and that the financial statement as submitted by the secretary-treasurer shows the correct financial status of the organization.

**Mr. O'Bannon:** I move the adoption of the report. (Seconded by Mr. Booth and carried.)

**The President:** We will now have report of Committee on Resolutions, Mr. Sager, chairman.

**Mr. Sager:** Many of these resolutions are the outcome of the deliberations of the committee, and there are some that are being presented at the request of members of the Association.

**The President:** As these resolutions are read, unless there is objection, they will be considered adopted.

## RESOLUTIONS

### Releasing Government Control

Whereas, the system of marketing the grain crops of this country which was in operation before we entered the great war is the result of the experience and best thought of several generations of grain merchants, and is believed by us to be the best and most satisfactory system yet devised for the economical distribution of grain from producer to consumer; and,

Whereas, during the period of the war the many regulations and restrictions relative to the sale and distribution of grain and grain products as promulgated by the Government and its agencies have been patiently and patriotically observed by the grain trade; and,

Whereas, in time of peace these war-time regulations and restrictions are, in our judgment, neither necessary nor advisable, therefore, be it

Resolved: That the Grain Dealers National Association calls upon the Federal Government and its agencies (as soon after the conclusion of peace as is

consistent with the national welfare, and with existing contracts and obligations), to entirely disassociate themselves from grain control and return to the people the grain business as nearly as possible in the same condition as it was before the war;

Resolved: That a copy of this resolution be forwarded to President Wilson, to Mr. Julius H. Barnes, president of the United States Grain Corporation, and to each member of Congress.

### On Licensing Business

Whereas, the unparalleled prosperity of this country and its wonderful progress in industry, commerce, agriculture, manufacturing and transportation have resulted largely from the private initiative, enterprise, courage and industry of its citizens, unhampered by Government control or regulation; and,

Whereas, the citizens of the United States should be allowed in their occupations the largest liberty consistent with the rights of others, therefore be it

Resolved: That the Grain Dealers National Association is opposed to a Governmental policy of licensing interstate business and subjecting it to rules and regulations promulgated by Governmental agencies or commissions, and urges all members of Congress to oppose such policy and to defeat any legislation intended to inaugurate such a system of Government control of business;

Resolved: That a copy of this resolution be sent to each member of Congress.

### On a Federal Budget

Whereas, the vast expenditures of the Federal Government impose upon the people of these United States a burden of taxation unprecedented in our history; and,

Whereas, the people have a right to expect from this Government an intelligent, efficient and economical disbursement of public funds; and,

Whereas, the present method of making appropriations for the different departments and activities of the Government without consideration of how much money altogether will be spent, and of levying taxes without complete and accurate information as to how much revenue must be raised, is neither intelligent, efficient nor economical, and leads to extravagance and waste, therefore be it

Resolved: That the Grain Dealers National Association urges the adoption of a budget system for the Government, and urgently requests the Congress to enact the necessary legislation during the present session.

Resolved: That a copy of these resolutions be sent to President Wilson and to each member of the Congress.

### On the Plumb Bill

Whereas, certain proposed legislation pending in Congress and generally known as "The Plumb Bill" would, if adopted, compel the Government of the United States to purchase the railroads, and thereafter require the operation of said roads for the joint benefit of employees of said railroads and of the public; and

Whereas, this is "Class Legislation" designed to confer especial benefits upon one class of citizens at the expense of all other citizens, and is contrary to the spirit of our institutions and to the public welfare, therefore be it

Resolved: That the Grain Dealers National Association is opposed to such legislation and urges the members of Congress to defeat it;

Resolved: That a copy of this resolution be sent to each member of Congress.

### On Reducing Production

Whereas, the waste and destruction incident to the great war and the accompanying and unavoidable interruption of manufacture and industry have resulted in an unprecedented scarcity and shortage of supplies; and

Whereas, this dangerous situation can only be corrected by largely increased production from mine and factory and farm, and

Whereas, in this emergency the United States expects every man to do his duty, therefore be it

Resolved: That the Grain Dealers National Association deplores and condemns the tendency in some branches of industry toward lessened efficiency and reduction of output and urges upon all men the patriotic duty of increased effort and increased production to the limit of their capacity and efficiency in order that the burden of "high cost of living" may be lightened to our people and normal conditions be restored to our country. And be it further

Resolved: That whereas enlightened self-interest is the greatest stimulus to industry, we commend to the business men of this country the advantage of co-operation with their employees.

### On Inefficient Grain Grading

Whereas, the Grain Standards Act at the present time confers on the Enforcement Division of the Bureau of Markets, the power to suspend or revoke licenses of grain inspectors for cause; and,

Whereas, the attitude of the Enforcement Division up to this time has been that of leniency because of the shortage of competent help on account of many inspectors having been called to the service of their country, and for the further reason that the work of the inspectors under the licensing system and according to Federal standards was a new project; and

Whereas, these conditions are now largely corrected by the return of the men from service, and



their better understanding of the Federal standards and the requirements of the licensing system; therefore be it

Resolved: That the Grain Dealers National Association favors a more strict enforcement of the disciplinary powers of the Enforcement Division of the Bureau of Markets against individual inspectors who continually, through incompetence, or who intentionally mis-grade grain, and be it further

Resolved: That the matter of the sampling of grain is of such vital importance to the efficient work of the inspector, that we would recommend to the earnest consideration of the Bureau of Markets, the advisability of placing samplers under license and supervision.

## On War Tax on Transportation

Whereas, the Treasury Department through the Collector of Internal Revenue, has recently issued ruling known as T. D. No. 2889 prescribing certain requirements which must be fulfilled to secure exemption from war tax on transportation on the inland movement of export traffic, including grain, from point of shipment to port of export, which requirement cannot be complied with by the grain trade due to the existing and customary methods of marketing and handling grain at the export markets; and

Whereas, the export grain markets have jointly conferred with the Collector of Internal Revenue at Washington, and proposed certain modifications which would give the desired relief, and,

Whereas, the Collector of Internal Revenue after giving careful consideration to the proposals of the export grain markets has replied at great length, giving legal reasons why he cannot grant the modification asked for, due to the existing interpretations of the Revenue Act and the constitutional exemption covering tax on exports; therefore be it

Resolved: That inasmuch as the tax assessed will be borne by the producers of the grain, who are represented by this Association, the Legislative Committee be instructed to proceed toward securing the passage of an amendment to the Revenue Act that will exempt from transportation tax the inland movement of grain from the shipping point from which it is consigned on the bill of lading to any export elevator and concerning which declaration is made on the bill of lading by the shipper that the grain is for export; such amendment to further provide that the exemption so obtained shall not in any manner be precluded by the necessary suspended movement, sale, temporary storage or grading necessary in conformity with the U. S. Grain Standards Act at the port of export before final delivery to the vessel.

## On Activities of Department of Agriculture

Whereas, the Agricultural Department of the United States Government in the performance of its functions in relation to agricultural interests of the country, is rapidly extending its services and multiplying its activities; and,

Whereas, the Bureau of Markets and Extension Service of the Department of Agriculture is co-operating with the state governments through the agricultural colleges of the states; and,

Whereas, there is a growing tendency and evident purpose on the part of the Bureau of Markets, acting by and through the county agents to extend the operation of this Department into the field of marketing and grain distribution, thus interposing direct Government interference and competition with purely private business; and,

Whereas, such activities are contrary to the spirit of our institutions and threaten an important branch of the grain handling industry; Therefore be it

Resolved: That while the Grain Dealers Association appreciates and commends the useful and important service rendered the agricultural interests of the country through instruction and demonstration work of the county agents, it is the sense of this Association that all commercial or trading activities of county agents should cease. Be it further

Resolved: That a copy of these resolutions be forwarded to the Secretary of Agriculture and to members of Congress.

## On the Federal Trade Commission

Whereas, the Federal Trade Commission was created because, as stated by President Wilson, "The business men of the country desire something more than that the menace of legal process be made explicit and intelligible. They desire the advice, the definite guidance and information which can be supplied by an administrative body, and interstate trade commission"; and

Whereas, after the bill creating the Federal Trade Commission had been passed President Wilson stated that "A Federal Trade Commission has been created with powers of guidance and accommodation which have relieved business men of unfounded fears and set them upon the road of hopeful and confident enterprises"; and

Whereas, business men had therefore the right to expect friendly co-operation, assistance and guidance from the Federal Trade Commission; and,

Whereas, wide-spread dissatisfaction now exists concerning the attitude of the Federal Trade Commission toward business, and grave doubts are entertained by a large proportion of business men con-

cerning the usefulness of the Federal Trade Commission; therefore be it

Resolved: That the Grain Dealers National Association recommends a congressional investigation of the Federal Trade Commission and its activities to ascertain whether it really is a necessary adjunct to the Government and useful to either our producers or consumers.

## On Government Ownership

Resolved: That the Grain Dealers National Association is opposed to Government ownership of railroads, and urges the Government at the earliest possible moment to return the railroads to their owners with only such legislation as will restore to the Interstate Commerce Commission the supervision of or making of freight and passenger rates, leaving other questions at issue for future needful legislation. Be it further

Resolved: That we are opposed to legislation intended to deprive the Interstate Commerce Commission of its authority to grant exceptions to a rigid long and short haul rule as provided in the fourth section of the Interstate Commerce Act.

## On the Merchant Marine

Resolved: That the Grain Dealers National Association favor, as soon as a proper basis can be established, that all ships owned, or in process of construction by the United States Government be sold to American citizens or to corporations acting under Federal charter.

Further, that shipping and navigation laws be so amended that American shipping may be able to compete with foreign nations in the world's carrying trade, also the revision of any financial laws and



W. B. SUTTON AND A. H. SMITH

regulations detrimental or burdensome to American ship-building, or the operation of ships by American citizens.

## On President Wilson's Illness

Whereas, President Wilson is reported as being seriously ill, be it

Resolved: That the Grain Dealers of the United States, as represented in this their annual convention, do hereby express sorrow for his illness and hope for his speedy and complete recovery.

## On the Gratitude Toward Association Workers

Whereas, the unusual and troublesome times of the past year, growing out of the world's war and the necessary laws, rules and regulations resulting therefrom and affecting our trade have required extraordinary sacrifice of time and effort on the part of our various officers and committees, therefore be it

Resolved: That we extend the thanks of this Association to those officers and committee and especially to President P. E. Goodrich, Secretary Charles Quinn, Henry L. Goemann, A. E. Reynolds, Elmer Hutchinson, C. E. Sturtevant, R. A. Schuster, S. L. Rice and Alex W. Kay, all of whom have so loyally and so freely given of their time and energy.

## To Our Hosts

Whereas, the cordial welcome and the many gracious courtesies extended to the members of the Grain Dealers National Association during the period of this convention, have added greatly to our pleasure and comfort, and will ever be treasured in the storehouse of our memory with sincere and grateful appreciation; therefore, be it

Resolved: That a vote of thanks be and hereby is extended to the ladies of St. Louis; to the Merchants' Exchange of St. Louis; to Honorable Frederick D. Gardner, Governor of Missouri; to Honorable Henry

W. Kiel, Mayor of St. Louis; to the Planters Hotel for their kindness to us and for their highly successful efforts in our behalf.

**Mr. Sager:** I move the adoption of the report as a whole. (Seconded by Mr. Scott and carried.)

**The Secretary:** There should be a resolution of thanks to Governor Goodrich and Ambassador Francis.

## Of Thanks to the Speakers

Whereas, the Grain Dealers National Association feels deeply indebted to Hon. David R. Francis, American ambassador to Russia, and Hon. Jas P. Goodrich, governor of Indiana, for their kindness in attending its annual convention, therefore be it

Resolved: that a vote of thanks be extended to them for the interest they have taken in our Association and for the very able and instructive addresses with which they favored us.

**Mr. Sager:** We shall be glad to add such a resolution.

**Mr. Sager:** This resolution was handed me a few minutes ago, recommended by Mr. McCotter.

## On Fire Prevention

Whereas, Mr. C. A. McCotter, secretary of the Grain Dealers National Mutual Fire Insurance Company, in his able address to this convention directed its attention to a great and important economic question, pointing out the astonishing fact that the destruction by fire to elevator owners and operators handling country elevator property only in the United States is over \$5,000,000 annually, exclusive of the tremendous loss occasioned by fire of terminal houses; and

Whereas, this destruction of elevators is an unnecessary drain on our business, inasmuch as the loss is directly chargeable against all insurers; and

Whereas, reliable statistics show that at least 80% of our fires can be prevented through better construction and the exercise of more care on the part of the elevator owners; and

Whereas, there are insurance companies that devote their time to a study of grain elevator fires and the best means to prevent them; therefore be it

Resolved: by the Grain Dealers National Association, that being mindful of the fact that the careless and unnecessary destruction of grain handling properties by fire is a heavy charge on our business, and a serious drawback to the economic development of our country, we look with favor on the movement of fire insurance interests to materially reduce the fire loss in elevators, and we pledge our support thereto in every way within our power.

**Mr. Sager:** I will move its adoption. (Seconded by Mr. Baldwin, and carried.)

**The President:** If we have failed to thank any one, a resolution to cover that will be provided by the secretary.

We will now have a report of Nominating Committee, Mr. Metcalf, chairman.

## COMMITTEE ON NOMINATIONS

Your Committee on Nominations begs leave to report as follows, and respectfully suggests the following names as officers to serve the Association for the year 1919-1920:

President: P. E. Goodrich, Winchester, Ind.

First vice-president: H. I. Baldwin, Decatur, Ill.

Second vice-president: H. E. Botsford, Detroit, Mich.

Directors: Joy M. Hackler, Milwaukee, Wis.; Jesse J. Culp, Warrensburg, Mo.; B. C. Moore, Kansas City, Mo.; LeRoy Godfrey, Minneapolis, Minn.; C. D. Sturtevant, Omaha, Neb.; Marshall Hall, St. Louis, Mo.; W. T. Greely, Great Falls, Mont.; A. S. MacDonald, Boston, Mass.; J. H. Beusse, Athens, Ga.; Robert Ryon, Lansing, Mich.; S. C. Armstrong, Seattle, Wash.; E. C. Eikenberry, Camden, Ohio; Lee G. Metcalf, Illiopolis, Ill.; J. W. Sale, Bluffton, Ind.

**Mr. Metcalf:** I move the rules be suspended, and that the secretary be instructed to cast the unanimous vote of the Association for these officers and directors as submitted by the committee. (Motion seconded by Mr. Scott, put by Mr. Metcalf, and unanimously carried. Ballot so cast, and men named declared elected for the ensuing year.)

**The President:** I just want to thank you from the bottom of my heart for your continued favors. It has been a very pleasant year for me. We have had as good a convention as we ever had. We have been royally entertained in the Mound City, and I do not know how we can adequately repay them, except by going to our homes and singing the praises of St. Louis and their Southern hospitality.

We start on the new year with a big harmonious body of the best business men, with as high a set of ideals as any men on God's green earth. What we shall accomplish in the future we do not know, but I do know this, that so far as it lies in my ability mentally and my physical strength and my devotion to your interests, everything I can do for the good of the Association will be done. I want to thank you, and I wish all were here to hear my thanks for the splendid way you have attended these meetings. You have come promptly, and have stayed through the meetings. I never can forget the friendships I have made here, and as an older brother of the Governor, I want to thank you for the splendid attention you gave him last night. He is dear to me because my father died when I was 11 years old, and I really became his father. My mother had five boys to raise,



and the other three are just as fine as he is. And I have an added interest in him, because three of those boys cannot remember their father. They call me the "Old Man." That is the nickname my brothers gave me. So he is very dear to me, and I want to thank you for the splendid way you received him last night.

**Mr. Scott:** This is a record-breaking meeting in attendance, and I think we should spread that news wherever we go, that we attended the biggest and best convention we have ever attended.

**The Secretary:** There were 1414 registrations. Those were men only. There were 200 or 250 ladies present, making a total attendance of between 1,600 and 1,700.

**Mr. Green:** We blazed a new trail this time, because we left to the secretary the selection of the convention city, and he has done so well that I should like to see the secretary use his fine Italian hand in that direction next year.

**Mr. Scott:** I move we adjourn. (Seconded by Mr. Sager, and carried.)

## Convention Gleanings

George A. Stebbens of Red Oak, Iowa, former secretary of the Association, greeted many of his old friends at the meeting.

A. J. Rogers, local manager in Room 127 Merchants Exchange for E. Lowitz & Co. of Chicago held open house during the convention.

Facts about the Topeka market was given in a tastily gotten up brochure and distributed with the compliments of the Topeka Board of Trade.

Elmore-Schultz Grain Company, in addition to their general offices in the St. Louis Merchants Exchange, entertained their friends in Parlor 339 of the Planters Hotel.

Space forbids a roster of the St. Louis grain merchants at the convention. Individually and collectively they all had a share in making a success of the meeting.

President Andrews of the St. Louis Merchants' Exchange, presiding officer at the banquet, introduced John M. Messmore as the premier toastmaster of the world. Righto!

A. K. Bentley of the Burrell Engineering & Construction Company of Chicago was a visitor at the meeting and left on a business and pleasure trip for points in Georgia.

Secretary J. W. McCord of the Ohio Grain Dealers Association announced the regular one-day fall meeting of the Association would be held at Columbus, Ohio, Friday, October 31.

Secretary Quinn may well be gratified at the large and enthusiastic meeting at St. Louis. It is evidence of the interest shown by reason of the splendid work accomplished by the National organization under the present administration.

N. U. Norton, secretary of the Missouri Grain Dealers Association, maintained headquarters in Room 412 of the Planters and reported receiving a great many applications for membership in the organization.

The Horse Publicity Association of America of No. 16, New York Hay Exchange Building, extended everyone an invitation to attend the organization meeting of the Association to be held at Hotel Pennsylvania, New York City, October 30-31, 1919.

An interesting little booklet was distributed, giving details of the \$10,000 premium list offered by the Chicago Board of Trade for the International Grain and Hay Show at the International Live Stock Exposition, Chicago, November 29 to December 6, 1919.

Lamson Bros. & Co. of Chicago maintained telegraphic market service for the convenience of the delegates in Room 344 of the Planters Hotel, where they had their headquarters. Representing this well-known Chicago house were W. G. Kelly, in charge of the wire; Geo. E. Booth, J. H. Barrett, E. F. Thompson, Leslie F. Gates.

C. W. Adams of the Flanley Grain Company's Omaha office, announced that the company's new terminal elevator of 150,000 bushels' capacity at Sioux City was in process of rapid construction, which would greatly add to the facilities of that market. The company operates a large elevator at Omaha and maintains office at Denver for the Western trade and at Milwaukee for Central territory.

There were present, representing machinery interests A. H. Smith and W. B. Sutton, with Huntley Manufacturing Company of Silver Creek, N. Y.; H. E. Surface, representing Skillin & Richards Manufacturing Company of Chicago, Ill.; Ben Essmuller of Essmuller Mill Furnishing Company of St. Louis, Mo.; O. D. Todebush of Cornelius Mill Furnishing Company, St. Louis, Mo.; F. D. Holbrook of Miller-Holbrook-Warren Company, Decatur, Ill.

An unusual number of exhibits of machines, feeds, etc., were shown in connection with the meeting. They included displays by Carter-Mayhew Manufacturing Company, Minneapolis, Minn., showing the Carter Disc Separator; O. W. Randolph Company, Toledo, Ohio, showing model of Randolph Grain Drier; Henry Hell Chemical Company, St. Louis, display of non-

inflammable, non-combustible weevil exterminator; Golden Grain Milling Company, East St. Louis, Ill., display of cattle feeds; the Cuthbert Company of Minneapolis, Minn., exhibit of Cowan Grain Dockage Tester and Englehart Car Loader; Globe Machinery and Supply Company, Des Moines, Iowa, showing model of Globe Truck Dump; J. M. Preston Company, Lansing, Mich., showing details of Preston-Lansing Tile Grain Bins; America Warming & Ventilating Company of Toledo, thermometer system for taking the temperature in grain tanks.

Among the souvenirs of the meeting were: Knife sharpeners from Walter M. Browne of Memphis, Tenn.; pocket letter cases from Geo. C. Martin, Jr., manager of Goffe & Carkener Company, St. Louis; refillable pencils from Langenberg Bros. Grain Company, St. Louis; glass pens and other novelties by Bert A. Boyd Grain Company, Indianapolis, Ind.; maps of new Europe from Veninga-Smith Grain Company, St. Louis, Mo.; pencils from Urmston Grain Company, Indianapolis, Ind.

The second annual conference of the Terminal Grain Weighmasters and the Committee on Grain Weighing of the National Scalemen's Association was held at the Planters Hotel a day before the national meeting opened. H. A. Foss, weighmaster of the Chicago Board of Trade, presided, and a paper which brought forth much discussion was read by W. E. Thompson, Supervisor of Scales, State of Minnesota, on the subject "Dust Collectors; Their Functions." The report of the Committee on Scale Testing was given by J. A. Schmitz.

The St. Louis Millers Club and Grain Club of the Merchants Exchange joined in giving a dinner at the St. Louis Club on Wednesday evening to Edward M. Flesh, who recently returned from London, where he was associated with the United States Grain Corporation in the distribution of supplies to Europe. E. C.



A. F. EATON AND DEPARTMENT MANAGERS

Andrews, president of the St. Louis Merchants' Exchange, as toastmaster, presented the speakers, which included Mr. Flesh, Mr. Barnes, Mr. Neal and others. Mr. Flesh spoke of his work abroad—his delight in getting back among his friends in his home city.

Then everybody joined in the chorus. The music was from the tune "On Wisconsin"—the words printed on a postcard and brought to the convention by the Milwaukee delegation were:

"On Milwaukee! On Milwaukee! Add more to your power.

We get the grain from everywhere, our fame spreads every hour.

On Milwaukee! On Milwaukee! You all know our might.

We're the boys to sell your grain and sell it right."

The delegation from Milwaukee leading the chorus was: W. M. Bell, P. P. Donahue, A. R. Taylor, Lon Bush, Ed Heimpke, F. B. Bell, J. M. Heckler.

The entertainments provided by the St. Louis Merchants Exchange were very enjoyable, and the large number of delegates and their ladies in attendance did not seem to unduly tax the resources of their hosts. A theater party at the Orpheum was given on Monday evening to both ladies and gentlemen. On Tuesday morning the ladies were taken on an automobile ride through the city, ending with a luncheon at the Bellerive Country Club. The banquet was held on Tuesday evening at the Missouri Athletic Association at 7 p. m. Fully 1,200 had places at the tables and an elaborate musical program contributed to the pleasure of the occasion. The speeches given in convention report on other pages of this issue.

Much interest was displayed in a world's championship billiard tournament between C. L. Douglass of Cedar Rapids, Iowa, holder of the present title, and Jim Mullaney of Sioux City. C. L. Douglass won in a 4-round contest.

It was a source of a great deal of pleasure for members to welcome again to a national convention Mrs. Lee G. Metcalf, who was seriously ill for a long time, but is now fully recovered.

## VISITORS FROM TERMINAL MARKETS

### PEORIA

J. A. Waring, S. C. Bartlett & Co.; W. H. Barnes, E. B. Conover Grain Company; W. H. Dewey, W. W. Dewey & Sons; Clay Johnson, Peoria Board of Trade; G. C. McFadden, G. C. McFadden & Co.; A. W. Harwood, Harwood-Young Grain Company; Geo. W. Cole, Geo. W. Cole Grain Company; W. F. Tompkins, chief grain inspector; Louis Mueller, Mueller Grain Company.

### DECATUR, ILL.

H. I. Baldwin, T. E. Hamman, T. E. Bennett, Mayer-Holbrook & Co.; W. H. Suffern, W. H. Suffern Grain Company; Frank L. Evans, F. L. Evans & Co.

### BALTIMORE

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Squires, Des Moines Elevator Company; V. S. Beall, Mayer-Holbrook & Co.; Addison Hall, Marshall Grain Company; W. H. Bartz, W. H. Bartz & Co.; A. McCarty; Chas. A. Tower; L. N. Holt, Mid-West Consumers' Grain Company.

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## OTHER MARKETS

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J. A. Geidel, Geidel & Leubin, Pittsburgh, Pa.

J. K. Pickerell, Blood-Pickerell Grain Company, Wichita, Kan.

Jno. E. Botterell, Baird & Botterell, Winnipeg, Canada.

Wm. Tucker, Lamson Bros. & Co., Minonk, Ill.

R. C. Baldwin, Bloomington, Ill.; A. V. S. Lloyd, Hasenwinkle Grain Company, Bloomington, Ill.

John S. Green, H. Verhoeff & Co.; Henry Fruechte-licht; Alfred Brandeis, A. Brandeis & Son, Louisville, Ky.

John McHenry, E. B. Conover Grain Company, Springfield, Mo.

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W. S. Washer, S. R. Washer Grain Company, Atchison, Kan.

J. F. Sprengle, McClelland Mercantile Company, Pueblo, Colo.

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Robert Ryon, Chatterton & Son, Lansing, Mich.

F. J. Hipple, Hutchinson Terminal Elevator Company; E. A. Mowrey, Hutchinson Grain Company, Hutchinson, Kan.

L. W. Forbell, L. W. Forbell & Co., New York.

V. L. Cofer, V. L. Cofer & Co.; Benj. F. Metzger, Norfolk Feed Milling Company, Inc., Norfolk, Va.

John F. Jones, Golden Belt Grain & Elevator Company; S. W. Grubb, The Derby Grain Company; Fred A. Derby, The Derby Grain Company, Topeka, Kan.

O. P. Hall, E. A. Grubbs Grain Company, Greenville, Ohio.

## SITUATION AT GALVESTON PORT

An immediate improvement in the grain export situation at Galveston is indicated by the recent announcement that the number of cars for which permits may be issued daily has been increased 100 per cent, or from 50 to 100. Tonnage in port and in sight sufficient to move 3,500,000 bushels is the prospect for October, according to advices received by J. W. Daley, associate member of the Southern export committee, from C. E. Spens, assistant director of traffic for the United States Railroad Administration, who authorized the increased issuance of permits. Additional tonnage is being lined up to move export wheat from Galveston, according to E. F. Newing of Galveston, second vice-president of the United States Grain Corporation.

Daily records compiled in the office of Mr. Daley show that on October 14 grain in the following amounts was stored in elevators there and en route for export or local consumption:

In elevators at Galveston, 1,887,461 bushels of wheat, 43,067 bushels of rye, 84,184 bushels of barley, 53,357 bushels of oats, a total of 2,068,069 bushels of all grains. In elevator at Texas City were 327,814 bushels of wheat. In elevator at Port Arthur there were 146,284 bushels of wheat.

There was a total of 2,141 cars of grain loaded in cars on track at Galveston, Texas City and Port Arthur. Of this total, 1,968 cars were at Galveston, 1,882 for export and 86 for local consumption, 96 cars were at Texas City and 77 cars were at Port Arthur.

En route on Galveston terminal lines were 888 cars for Galveston, 28 for Texas City and 37 for Port Arthur; on connecting lines, 48 cars. Total cars en route to the three ports numbered 1,001.

Cars are figured at 1,300 bushels.

"Figures showing cars en route to Galveston on October 14 were not to be considered as exact,"

said Mr. Daley, "while they are substantially correct. This is due to the fact that there is always more or less delay in the compiling and forwarding of reports from connecting lines."

The permits being issued from the office of Mr. Daley under the supervision of the United States Grain Corporation are for the purpose of moving wheat in distress. Persistent failure of shippers to inform themselves of the instructions regarding routings is responsible for much of the delay complained of in some cases, Mr. Daley said.

"While in some instances it is difficult to decide what wheat is most in distress, there are many instances where the proper observance on the part of shippers of the instructions in regard to routing, which must be indicated by them, would go far toward relieving the situation," he said.

## RETURN ON CEREALS PER ACRE

The final Government report on the crops of 1918, giving acreage, yield and farm price make possible some generalizations that are interesting. And in a manner they dispose of the claim that the wheat farmer has been discriminated against in fixing the price on this single product. The annexed tabular statement which we compile from the Government's figures shows the yield per acre, farm price December 1 and return per acre of the most important cereal crops:

Crop	Yield per Acre	Farm Price per Bushel	Return per Acre
Winter Wheat.....	15.2	\$2.067	\$31.42
Spring Wheat.....	16.	2.009	32.14
Barley.....	26.5	.918	24.33
Oats.....	34.6	.71	24.57
Rye.....	14.4	1.515	21.82
Buckwheat.....	16.5	1.664	27.66
Corn.....	24.	1.366	32.78

These figures are, of course, for the whole country. The return per acre would be larger in some states than in others. We may compare them, for instance, with the figures for the Province of Ontario, just at hand, in the item of return per acre.

Crops	Bushels per Acre	Market Value Total	per Acre
Fall Wheat.....	22.8	\$28,078,738	\$47.92
Spring Wheat.....	20.1	7,716,693	42.18
Barley.....	33.4	23,118,166	41.93
Oats.....	40.3	86,640,057	31.35
Rye.....	16.7	3,614,591	27.16
Buckwheat.....	19.5	4,278,256	27.88
Corn (for husking).....	44.5	14,278,407	55.14

Ontario is well located in regard to markets; better located than our distant states and the yield of the various grains is higher than our average for the whole country. If the yields here were as large as in Ontario, corn would have returned \$60.78 per acre in this country; winter wheat \$47.13 per acre; spring wheat \$40.38 per acre; rye \$25.30 per acre; and oats \$28.61 per acre. As wheat both here and in Ontario gave a better return per acre than any of the principal grains, except corn, the price fixed for wheat looks reasonable at least, if not large.

## WHEAT SCAB

When weather conditions favor a soft vegetable growth in the wheat plant, wheat scab is likely to result; and this is one reason for the prevalence of that disease this year in some winter wheat districts, notably in Iowa, Illinois and Nebraska. Scab most always comes in years when the wheat has other afflictions. In 1916 wheat scab did fully as much damage in the Northwest as rust, although the latter got all the blame.

What is called wheat scab is a rather complex trouble, according to Prof. Bolley, involving a number of indefinite fungi which attack the stem, root and kernel. It does the most damage on land where there has been constant cultivation of cereals. But it spreads to new land by means of the ordinary carriers, such as wind and insects. The fungi causing the scab are perpetuated in the old stubble, and therefore rotation of crops is a partial cure. But seed wheat should be graded by eliminating light and shrivelled grains, and Prof. Bolley thinks the seed wheat should be treated with formaldehyde or corrosive sublimate.

RAILROAD officials of Canada assert that the greater part of the Western grain will be moved to the lake terminals before navigation closes.





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We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

CHICAGO, ILL., OCTOBER 15, 1919

#### REACHING THE PEOPLE

FOR half a century the Department of Agriculture has been giving the people the result of its valuable researches in the form of bulletins which are usually buried in a series of tables connected up with technical descriptions, the whole thing being as dry and uninteresting as it is scientifically valuable. Naturally such bulletins didn't do much good. P. G. Holden, addressing a little group of farmers at some county fair, probably effected more agricultural reforms than thousands of Government pamphlets on the same subject. The trouble with the Department of Agriculture has been that it knew a lot about scientific research, but nothing about publicity.

The Food Administration gave about the classiest demonstration of advertising that the country has seen. Its methods seem to have made some impression on the Department of Agriculture, for within the past two years, for the first time in its history, the Department has gone out to meet the people and show what it has been doing with exhibits and demonstrators at state fairs and other meeting places. It is finding out that most people like to look at pictures and listen to talk better than they like to read.

Which brings us to the announcement that the Department of Agriculture is going to spread itself at the International Grain and Hay Show at Chicago on November 29 to December 6, held in connection with the International Live Stock Exposition. G. I. Christie of Purdue University is superintendent of the Grain and Hay Show, and as he is one of the livest wires in the business it is a safe bet that it will be well worth see-

ing. Canada and most of the hay and grain growing states will have exhibits and the show, at present writing, promises to be a glorified state fair of the highest class.

#### "EVERY EFFORT AND ALL DILIGENCE"

PARAGRAPH four of the Grain Corporation contract provides that a dealer may collect seven-twentieths of a cent each week for the wheat in storage provided that he is unable to ship in any one week such total quantity of all grain as makes the equivalent of at least 20 per cent of the wheat in his elevator and owned by him at the beginning of each week, after using every effort and all diligence to get cars.

Mr. Irwin, director of the Philadelphia zone, recently notified Charles B. Riley of Indiana that:

Now, with respect to securing of equipment, we wish to call your attention to the fact that we maintain a transportation department to which shippers who are unable to secure cars should apply. We shall consider that no shipper has used due diligence with respect to this matter unless he shall have applied to this office.

There are a great many shippers who have storage claims against the Grain Corporation who never heard of their transportation department, but who used every effort to get cars to move their grain. This regulation would be well enough if it were made part of the agreement or if every dealer had been duly notified concerning it, but to make it retroactive is a manifest injustice and will deny to many shippers payment of charges already due.

#### FARMERS AND POLITICS

NOT so very long ago the farmers of the country were among our most conservative voters. Not so in these days of rapid evolution. Now the farmers are organizing politically and when they obtain power, instead of conservatism we find the most radical doctrines advocated and practiced. In North Dakota the Non-Partisan League has a complete state ticket in the field, pledged to keep on with the socialistic program that has already been started in that state. The Saskatchewan Grain Growers' Association of Canada has also organized a political party and will make a vigorous attempt to control the next provincial election. Other states both in Canada and the United States are building up strong farmers' organizations which undoubtedly will, in some cases at least, form the nucleus of new political parties.

In every case the organizers claim that the step is necessary in order to correct abuses of which the farmers were victims. As a matter of fact no class in America has been so consistently favored by legislation as have farmers, for the collective vote is the largest of any such class. Their economic problems are a different matter and in a great many cases there were abuses in trading in food-stuffs, and to correct these organization has proved a great help. The danger lies in the attempt of any class in American life ob-

taining political power for the express purpose of effecting economic change. Class legislation, whether it is for farmers, railroad brotherhoods or bankers, is foreign to the American plan and purpose, and moreover, it never has and never will correct an economic abuse except by imposing a worse one.

#### DISCRIMINATION

IN HIS report for the Legislation Committee, A. E. Reynolds said something when he voiced a protest on exempting farmers and labor unions from laws which Congress makes in the interest of all the people. If a farm organization commits an act or follows a policy inimical to the interest of the country, they should be amenable under the law just as the rest of us are. Farmers and laborers have been coddled by vote catchers ever since they became "classes." If there were justice in it they would have been exempted from death and taxes, but the Lord sees to the first and the framers of our Constitution saw to the second. Is it asking too much of our Congressmen that they follow the example of the Lord in this respect at least and put the farmer and the union man on the same footing as the rest of us?

#### AN AMERICAN GRAIN INSTITUTE

CHICAGO was the scene of a recent meeting which may develop considerable importance to the grain trade. Representatives of the Council of Grain Exchanges, the Chicago Board of Trade, farmers' grain dealers' associations, the seed trade, live stock interests and the hay trade met to consider the advisability of forming an American Grain Institute. Some of the things that might come under the jurisdiction of such an organization, representing every branch of the grain and hay industry, as set forth by those who were instrumental in calling the meeting, are:

1. Gathering and dissemination of trustworthy information concerning the grain industry, especially reliable statistics relative to world-wide crops and supplies as well as demands, and other matters affecting the industry.
2. Helping to prevent burdensome and unjust legislation (state and Federal) affecting the grain industry as a whole.
3. Transportation questions affecting the various branches of the grain trade and allied industries.
4. Increasing the efficiency of grain production and distribution.

In regard to the first use suggested, our Department of Agriculture has the best facilities for gathering information on American crop conditions and grain statistics. Its findings are at the disposal of anyone interested. The International Institute at Rome, which is made up of representatives of 56 governments, can and does do more in disseminating information relative to world crop conditions than any organization we could form in this country. Since the death of David Lubin, who was instrumental in forming the Institute, this country has not been represented.



We should be represented by a man who would work for uniformity in crop and grain statistics from all countries, and make them immediately available.

There is much other information, however, which could be given to all interests in an American Grain Institute: Cost of production of crops; function of a grain exchange; the usefulness of middlemen; best methods of handling from farm to consumer; protection against fire, diseases and insects, etc.

An organization such as is proposed could perform abundant service along the other lines suggested. But its greatest value, perhaps, would be in affording an opportunity for the various elements of the trade to get together, to exchange views and to learn that whatever practice is injurious to one branch is injurious to all. If an American Grain Institute would dispel the suspicion which every element in the trade has of every other, it would be worth the utmost effort to promote it. The temporary address of the organization committee is Room 906, Royal Insurance Building, Chicago, and any suggestion or advice directed to the American Grain Institute at that address will be welcome.

## CHAOS AND CROPS

**R**USSIA has set aflame the spirit of unrest throughout the world. There the workers have been in control of all political and industrial activity for two years. Radical dreamers and demagogues with a criminal lust of power have been preaching Bolshevism to the laboring men of all countries, and while it has nowhere reached the Russian stage, no civilized nation has entirely escaped its curse.

Unfortunately there are no available figures on production in Russia. If there were they would undoubtedly be educational. Mexico comes the nearest to Russia in its condition of anarchy, bloodshed and hatred of work. The average production of various commodities in Mexico for the 5-year period, 1906-1910, the last half decade of tranquility, compared with last year is interesting. During the 5-year period the average of barley production was 445,396,850 kilos, last year it was 17,924,260; the average corn, 3,219,624,240 kilos, last year 1,171,750,893; average wheat 306,782,890 kilos, as against 187,892,586; average sugar cane 2,259,144,953 kilos, last year 3,077,400, about 1/7 of 1 per cent. Does it pay?

## FILTH AND FIRE

**A**LL the preaching from all the fire inspectors in all the world will not prevent elevator fires so long as the first principle of prevention, cleanliness, is not observed. The day before the Murray Elevator of Kansas City was destroyed a Government inspector warned them that they must clean up or close up. Insurance inspectors had made numerous recommendations to clean up. First reports of the explosion implied that these warnings had gone unheeded, but later testimony showed that the house was usually kept in good order.

There is no mystery in elevator fires. They are the result of natural causes operating in a natural manner. In a great many instances not referring to this or any other specific case, but certainly in a great many instances, a clear case of criminal negligence could be proved against the owner if it were not that usually the owner himself is the chief sufferer, or the insurance companies who have no recourse when a condition of danger is known by them to exist.

Fire prevention is strictly up to every individual elevator operator. On his care and vigilance the safety of the house rests, and without careful supervision the best of material and the most perfect design and construction are futile. After all, the human element is the chief factor in fire prevention, and the construction material, equipment and installation of electrical and power apparatus are only secondary, though important considerations. Cleanliness is next to Godliness but it is also next to safety.

## DID GERMANY WIN THE WAR?

**T**HE Allied nations have been celebrating the winning of the war over Germany for nearly a year, but now economists are beginning to ask themselves if the Allies really won; if Germany, after all, is not going to emerge the ultimate victor. This speculation is based, not on the military fortunes of either side, but upon the economic and political factors.

The danger of German economic conquest is more imminent than most people realize. German workers are today the only large industrial force that is not demanding a decrease in working hours together with an increase in pay which, in other countries, is rapidly precipitating an economic crisis. In this country production in almost every line has been reduced materially, not alone by strikes, but also by a general slump in interest, efficiency and energy. England, France, Italy, Russia, in fact the whole world is affected, outside of Germany. The depreciated exchange of Germany will insure her ability to find a market anywhere, and her energetic production will rapidly enable her to regain all the foreign trade she has lost, and perhaps a great deal that she never had before.

As to the political future, a well-informed writer who has been over the ground recently, says:

Of all the various states which have risen on the ruins of Austria-Hungary only Jugo Slavia and Poland show promise as political units. They possess access to the sea and sufficient strength and varied resources to support national life. Poland and Roumania, each of them with an area as great as Italy, may easily become in a generation or two first class powers.

There remain the Czechs, the Hungarians, the Austrians. There has been intense rivalry and friction between Hungary and Roumania, but no more than existed between Hungary and Austria before the union, and both Hungary and Roumania would gain strength by some sort of coalition. Czechoslovakia is without a seaport and is surrounded by antagonistic races. It, too, may find

a union with Germany or Hungary advantageous. In fact the board is set either for an economic union of those small states or a Mittel Europa, the Hohenzollern dream. If the League of Nations becomes operative the latter contingency may be prevented, but the League cannot prevent Germany's economic conquest which organized labor in all the Allied countries is doing its best to make possible.

## POLITICAL BANK GOES FLUEY

**I**T IS a bitter, bitter blow, folks. After the Non-Partisan League of North Dakota had sewed up everything in the state so that A. C. Townley would never have to work again, along comes Attorney-General William Langer and closes up the Scandinavian-American Bank of Fargo, which financed the League. It was coarse and cruel work, to say the least, for the bank only had loans in excess of the legal limit totaling \$734,194, and what is a mere three-quarters of a million among bolshevik friends.

The liabilities of the bank included loans of \$170,000 to the Consumers United Stores Company, a private corporation controlled by A. C. Townley; \$148,824 in loans to the National Non-Partisan League, controlled by A. C. Townley; loans of \$66,182 to the League Exchange, a private corporation controlled by A. C. Townley; and loans of \$47,950 to the Publisher's National Service Bureau, a corporation owning a string of country newspapers, organized by A. C. Townley.

The Banking Board of the state, which closed the Scandinavian-American Bank, has also ordered an investigation of the six or eight Non-Partisan League Banks, part of whose capital stock issues were found to have been used as collateral on the loans to the League Exchange. There is plenty of explaining to be done in connection with these financial frolics, but no doubt Mr. Townley can do it, for he is one of the best little explainers in the business. North Dakota has been pretty thoroughly hypnotized and it remains to be seen whether even this jolt will bring them to consciousness.

## GETTING OUT OF THE RUT

**"D**OING Business at the Old Stand," is a favored by-word and a consummation much to be desired, but the trouble with many elevator operators is that they are doing it in the old way. They are in a rut. The world is changing rapidly in these days and business practices are changing with them. Competition is sharper, advertising is a new and important factor, time and labor saving devices in the office and in the plant influence the quantity and quality of service to be rendered. In fact what was formerly a practical monopoly in many cases has now become a fiercely competitive business which only the most progressive houses can hold.

The leisurely, often slipshod methods which "got by" under a monopoly have no place under present conditions. There are so many reforms that might be made in method and equipment that to try to innumerate them would be a task too great for



our time and space. Each dealer, if he takes stock of his own house, can find plenty to keep him busy. A correspondent who went through the experience, suggesting this paragraph, made it a point to have some improvement under way at all times. As fast as one was accomplished another was begun. The progress which he made in his volume of business, and the good will which he developed among his customers surprised even his sanguine hopes. This is within the reach of every dealer. But first he must see his rut, then climb out of it.

## EDITORIAL MENTION

Notify your consignee of each car shipped and save needless delay and expense at the terminal.

Rains are general in the winter wheat belt, but they come rather late for seeding to catch up in many sections.

Claims for wheat interest and insurance must be presented to the Grain Corporation the week following the period for which claim is made.

With 3,250,000 bushels of wheat lying on the ground for lack of cars, Texas has much the appearance of Australia, except that the wheat is in bulk.

A new angle to the farm land boom is the danger that land will be held for speculation and will not be worked. Speculation and agriculture are sorry bedfellows.

Some of the Cincinnati dealers say that White Sox money made the trip to St. Louis doubly pleasant. The novelty of the sensation was appreciated as much as its economy.

If men would express themselves on the convention floor as they do in the hotel lobby, all meetings would be much more valuable. Modesty is the besetting sin of the average grain dealer.

A decided shortage in clover and alfalfa seed is in prospect. The dealer who has any quantity of forage seed this year will not have to go out looking for business. The business will find him if he just whispers the news to the wind.

The search and seizure of industry delegated to the Federal Trade Commission expresses a principle of Government interference which America could well do without. The inclusion of this principle is a serious objection to the Haugen Bill to regulate the manufacture and sale of feeding stuffs.

There are two fallacies that have too wide currency: First, that terminal operators control the grain market; and second, that there is a milling monopoly. If the first were true a lot of operators would be busy right now

instead of floating on a sea of guesses as most of them are doing; if the second were true the Government would not be buying flour at spreads of \$1 or more per barrel.

Before you get the stove started is the time to see that flues, pipes and chimney are clean. Look to the pipe joints, many fires start right there.

Gulf ports are now on a rate parity with Atlantic ports. So far so good. Now will some marine Moses lead a few ships that way so as to make the new rates of some value.

Roumania is the first European country to approach a normal grain output. In spite of the fact that the country was overrun and devastated by invaders, the peasants successfully hid away a large quantity of seed grain, and immediately started farm work when hostilities ended.

If the test weight is the only record kept of the grade, in case of protest the Grain Corporation will force a settlement according to the weight, regardless of other factors which may have lowered the grade. Play safe. When you assign a grade to a farmer's wheat let your records show why the grade was made.

A new wheat is being tested extensively in England. It is called "yeoman" and the returns from one district indicate a yield of 63 bushels to the acre, a large, hard berry and a fine milling quality. This yield is exceptional, even for the prolific soil of Great Britain, and it shows that over there as well as here there is much to be learned about small grain.

We hope for an early return of the railroads to private management under some sort of supervision; the proposed broadened powers of the Interstate Commerce Commission will be enough. But the roads will use Government figures to show that they need more income and rates will undoubtedly be advanced. Those who contract ahead for farmers' grain should bear this in mind and make allowance in the price offered.

One thing can be taken for granted: North-western farmers will do their best to make the spread for low grade wheat prices stick after Government control ends. Because mills pay a premium for No. 1 dark hard spring is no reason that No. 5 dark hard spring is worth within 14 cents as much. If wheat growers knew more about milling there would be less political buncombe handed out on the subject. The discounts were fixed because many Northwest farmers were hard hit by the crop failure and the Grain Corporation was frank in its desire to give them all the aid possible.

After spending the \$100,000,000 to feed the destitute countries in the war area which Congress voted immediately after the armistice was signed, Herbert Hoover recently turned in his report of that expenditure and

with it notes given by various governments covering \$90,000,000 of the amount. Payment will be delayed, but when it comes it will be clear gain to our Government, as our purpose was to donate the amount if necessary to relieve the suffering. Herbert Hoover has severed all official connection with this or any other government and his record of successful administration is one of the big outstanding features of the war.

The October crop report shows a further decrease in spring wheat, the total being 203,170,000 bushels, making all wheat for the year 918,471,000 bushels, which is far below the early estimates, but a pretty good crop at that. The corn estimate is for 2,900,511,000 bushels, 204,947,000 of which are from Texas and 221,000,000 bushels from Minnesota and South Dakota, a record yield for both sections. Moreover, the quality is excellent. In addition to the corn there are 127,053,000 bushels of kafirs, which will help put fat on our hog crop. The oats yield is small, 1,219,500,000 bushels, 319,000,000 bushels below last year. There are 198,000,000 bushels of barley and 84,552,000 bushels of rye. Tame hay will make 86,723,000 tons and wild hay 16,821,000 tons. The total for all grains is 5,322,000,000 bushels.

### STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912

of the "American Elevator and Grain Trade," published monthly at Chicago, Ill., for October 1, 1919.

State of Illinois, County of Cook, ss.—

Before me, a notary public in and for the state and county aforesaid, personally appeared A. J. Mitchell, who having been duly sworn according to law, deposes and says that he is the business manager of the "American Elevator and Grain Trade" and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher—Mitchell Brothers Publishing Company, 431 S. Dearborn St., Chicago, Ill.  
Editor—Richard Pride, 6204 Lakewood Ave., Chicago, Ill.

Managing Editor—H. H. Mitchell, LaGrange, Ill.  
Business Manager, A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.

2. That the owners are:  
A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.  
A. H. Mitchell, 4820 Kimbark Ave., Chicago, Ill.  
M. B. Mitchell, Ottawa, Ill.  
M. W. Mitchell, Washington, D. C.  
John E. Bacon, 4546 Clarendon Ave., Chicago, Ill.

3. That the known bondholders, mortgagees and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest, direct or indirect, in the said stock, bonds, or other securities than as so stated by him.

A. J. MITCHELL,  
Business Manager.

Sworn to and subscribed before me this 22nd day of September, 1919.

(Seal.) W. F. WARRICK, Notary Public.  
(My commission expires May 8, 1920.)



M. M. DAY  
Chicago

# NEWS OF THE TERMINAL MARKETS

H. M. BROUSE  
Cincinnati

## BUSINESS AS USUAL

J. F. Zahm & Co.'s Red Letter, Toledo, Ohio, for October 7 opened as follows:

"Toledo will adjourn at 11:30 tomorrow morning in honor of the visit here of the King and Queen of Belgium, and the return, to his home city, of Ambassador Whitlock.

"Orders for Chicago futures after 11:30 will be filled by us as usual, so just 'phone or wire."

## OFFICERS OF WINNIPEG GRAIN EXCHANGE

The following officers were elected at the recent annual meeting of the Winnipeg Grain Exchange: President, J. E. Botterell; vice-president, W. L. Leach; secretary-treasurer, Dr. R. Magill. Council: F. J. Anderson, J. E. Craig, R. R. Dobell, C. E. Egleson, C. C. Fields, A. Kelly, C. H. Leaman, W. L. Parish, J. A. Richardson, H. E. Sellers, S. T. Smith.

## SIOUX CITY GRANTED GRAIN DISTRICT

A grain supervisor's office has been established at Sioux City, Iowa, and jurisdiction will extend over a territory derived from the division of districts Nos. 18 and 19 or those of Omaha and Minneapolis. Ralph C. Wright, recently grain supervisor of Minneapolis, Minn., is the new supervisor for Sioux City. It is expected the new office will aid greatly in developing the grain market at Sioux City.

## INSPECTION DEPARTMENT INSTALLED AT RICHMOND

The Richmond (Va.) Grain Exchange has installed an Inspection Department, fully equipped with every apparatus required by the Department of Agriculture for the proper inspection of grains. Walter F. Green is the new licensed Federal Inspector at Richmond. His office is at the Richmond Grain Exchange, Columbia Building, Thirteenth and Cary Streets, Richmond, Va.

## THE INTERNATIONAL GRAIN AND HAY SHOW

It is reported by the Chicago Board of Trade committee having in charge the furtherance of the International Grain and Hay Show which is to be held November 29 to December 6, in Chicago, in connection with the International Live Stock Exposition, that a widespread interest is being shown in this forthcoming show, evidenced by the large number of calls they are receiving for premium lists which have already reached nearly 200,000. This would indicate that there will be a large number of exhibitors. In addition to this, it is expected that the National Government will have special exhibits.

## CASH CONDITIONS AT ST. LOUIS

Receipts of wheat in this market for the past two or three weeks have been running considerably below what we have had for the past two or three months. As a consequence the stocks are beginning to show the effect of this light run and better premiums are being bid.

We sold choice samples of No. 3 wheat in the past week, at 5 cents over the basic price and choice samples of the No. 2 grades at 3 to 4 cents over. We rather look for this premium to increase rather than decrease. There is a fair amount of wheat back in the farmers' and dealers' hands, and the railroads are moving it out gradually.

Corn receipts have been very light for the past

week and the demand has been only moderate; however, this market has maintained an advance of 2 or 3 cents over surrounding markets. Of course, any increase in receipts would probably equalize this price in a short time. We do not look for any big run of corn though, until the new corn starts to move in the early part of December.

Oats have been in good demand and prices have been fully maintained. With the export demand that we have had in the past 10 days, and without any stocks of oats except at one or two of the primary markets, we feel friendly to oats.—*Elmore-Schultz Grain Co., St. Louis, Mo., in letter of October 13.*

## ELECTION AT MINNEAPOLIS

The annual election of officers of the Minneapolis Chamber of Commerce took place on October 2. William Dalrymple was chosen president; John McLeod, vice-president and directors were selected

WILLIAM DALRYMPLE  
President Minneapolis Chamber of Commerce

as follows: H. P. Gallaher, F. C. Van Dusen, F. T. Fraser, S. J. McCaul, and A. L. Searle. H. D. Gee, F. J. Seidl and J. D. Lamb were chosen for the Board of Arbitration and H. G. Fertig, J. A. Mull and W. J. Russell for the Board of Appeal.

## THE SITUATION AT PEORIA

The facts regarding cash situation here at Peoria at the present time are as follows:

Corn: Prices have been declining here recently due to heavier receipts and the break in other markets, although there continues to be an active industrial demand for this cereal and there is also an improvement in the domestic demand from Eastern territory. We look for old corn to move freely the next few days, as, with favorable weather, a run of new corn can be expected before long. The new corn arriving here so far has been very good quality, although it naturally still shows considerable moisture, and it is bringing good prices as compared with the value of old corn.

Oats: Receipts here recently have not been heavy and there has been very little change in values. The demand for export and domestic purposes shows very little life at the present time, and until the

demand shows some improvement, we do not look for an advance in values.—*Mueller Grain Company, Peoria, Ill., in letter of October 13.*

## MILWAUKEE CHAMBER TO BUILD

The announcement is given out from Milwaukee that the Milwaukee Chamber of Commerce will perfect its plans immediately for the erection of a new exchange and office building at a cost of approximately \$1,500,000. A committee under the direction of President Harry M. Stratton is arranging the details of financing the project. Work will be commenced on the construction of the building before, or not later than, next spring.

## BETTER DEMAND FROM SOUTHEAST

Powell & O'Rourke, St. Louis, Mo., report the receipt of a number of inquiries from the Southeast and Mississippi Valley regarding the situation on new corn in which the intention is expressed of taking on both corn and oats for season shipment. The St. Louis firm also finds that whereas a short time ago it was impossible to do much business in this territory on account of cheap Texas corn, they are now having much improved inquiry for old corn.

## MOVEMENT OF CORN MODERATE

Goffe & Carkener Company of St. Louis, Mo., say: "The movement of corn to St. Louis has been moderate the past few weeks with prices showing an easier tendency due to the fact that the new crop has been coming along under very favorable conditions. Weather conditions from now on will have considerable influence on values. Oats have shown very little change in value for some little time. However there has been fair inquiry right along for arrivals."

## THE CORN SITUATION

"Light stocks versus Argentine imports is the important factor in the corn situation," say C. A. King & Co. of Toledo in late Special Market Report. "Corn visible is still small. Liberal receipts of new corn are not expected before November. October corn still commands a good premium over new crop futures. Eastern demand is light. Industries there are supplying their wants with Argentine corn. Argentine farmers are selling freely and still have liberal supplies. American more plentiful than a few months ago. American money looks good to Argentine as well as Europe. Corn prices have had a drastic decline from the season's high point, but they are still double a pre-war level. Hogs have declined sharply. Weather has been exceptionally favorable for maturing the corn crop."

## LIMITED DEMAND AT PITTSBURGH

Present market conditions at Pittsburgh for corn, oats, and wheat are relatively quiet.

There has been a limited demand for old corn under increased offers and consignments the past week. There has been more corn consigned and offered out of Ohio and Indiana points the past three weeks, than there has been for six months. Quite a number of cars of new ear corn have arrived here, and buyers are ignoring this commodity. Corn crop condition East is excellent and from advices we receive it is the best in years.

Domestic demand for oats has been very tame. Receipts have been light but an increase in country offerings are now noted. Our market values are



under Chicago and some other western markets.

There has been a fair amount of nearby wheat moving. Farmers seem anxious to market their holdings. Local millers are well supplied and are shipping surplus wheat.—*Harper Grain Company, Pittsburgh, Pa., in letter of October 13.*

#### LARGE EXPORTS EXPECTED

It is expected that the embargo against grain shipments to the port of Galveston laid by the Grain Committee early in August will be lifted soon and grain will commence arriving there in large quantities. Applications for permits to ship millions of bushels of wheat to Galveston for export have been refused for some time past owing to the fact that all elevators were full and the railroad yards were blocked with grain. Grain has been shipped out rapidly of late and it is expected that the grain shipments from the port during October will aggregate 6,000,000 bushels.

#### THE "FLANLEY FLASH"

The initial issue of the *Flanley Flash* has reached us. It is an energetic little four-page news weekly, published every Wednesday by the Flanley Grain Company of Omaha for the benefit and information of grain dealers and shippers generally. The debut of the *Flanley Flash* is a mighty promising one. It intersperses news of the trade market conditions, and "something" in "lighter vein" in interesting fashion. Write to The Flanley Grain Company, 627 Omaha Grain Exchange Building, Omaha, Neb., or to either of their branch offices at Sioux City, Sioux Falls, Milwaukee or Denver for a copy. You'll enjoy it.

#### NEW POST FOR DR. BARNARD

The grain trade of Indiana is well acquainted with Dr. H. E. Barnard of Indianapolis, State Food and Drug Commissioner, and his activities in support of measures that have as their object the betterment of the grain industry. Both as former Federal Food Administrator and in his late office he came in contact very frequently with leading grain men of the state and was recognized as a leader in trade progress.

The announcement is made that Dr. Barnard has accepted a position as director of the American Institute of Bakery Research, which was founded by the American Association of Master Bakers to study the problems of the trade. The Institute of Baking will be closely allied with the Dunwoody Institute at Minneapolis, Minn., a noted institution of the Northwest, and Dr. Barnard will be located hereafter at the point.

#### INCREASED FEES AT BUFFALO

In order to provide adequate funds for the maintenance of the various departments of the Buffalo Corn Exchange, inspection and weighing fees and membership dues were increased as follows to become effective October 1:

Inspection Fees: Out store to lake and canal, 20 cents per 1,000 bushels; out store to railroad cars from lake elevators, 50 cents per car; out store to railroad cars, transfer elevators, 50 cents per car; track inspection (including moisture test and delivery of graded sample, \$1 per car.

Into store from lake and canal: Minimum charge: \$1.25; lots under 10,000 bushels, 25 cents per 1,000 bushels; 10,000 to 15,000 bushels, 15 cents per 1,000 bushels; 15,000 to 20,000 bushels, 12½ cents per 1,000 bushels; 20,000 bushels and over, 10 cents per 1,000 bushels; samples without grade, \$1.25 per parcel.

(Note: Under above schedule, out store elevator inspection, ex-cars is increased 20 cents per car; track inspection is increased 25 cents per car.)

Weighing Fees: Into elevators from vessels, or from elevators to vessels or side bins, 12 cents per 1,000 bushels; minimum charge, 25 cents per 1,000 bushels; weighing out elevators (ex-lake grain) into cars, 25 cents per car; weighing out elevators (ex-rail grain) into cars, 10 cents per car; canal boats to or from elevators, \$1.50; into elevators from cars, or track weighing, 50 cents per car; car condition certificates, 25 cents per car.

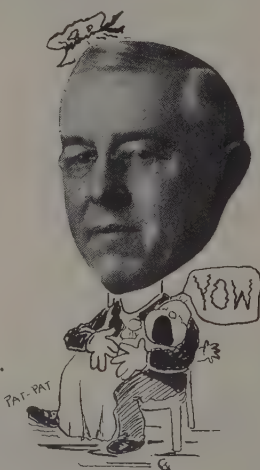
(Note: Under above schedule, the only change

is a charge of 10 cents per car for weighing out ex-rail grain, whereas formerly no charges were made.)

Membership Dues: Certificate membership dues for second half of fiscal year, October 1, 1919, to March 31, 1920, \$75. (Note: Increased from \$50 to \$75 per half year.) License membership dues for second half of fiscal year, October 1, 1919, to March 31, 1920, \$125. (Note: Increased from \$100 to \$125 per half year.)

#### FOXY GRANDPA

Fred Mayer of J. F. Zahm & Co., of Toledo, Ohio, is a grandparent. In announcing the event he says he is grandpa to the prettiest, plumpest, eight-pound girl we ever saw. We might entertain a shade of doubt about this statement but are will-



"WHEN THE WIND BLOWS THE CRADLE WILL ROCK"

ing to let the bit of extravagance pass as the natural ebullition of a fond grandparent. But he continues further:

"Of course, every granddad says this, but I am telling you this girl is different."

We must certainly say, tut! tut! to this. Not only are we some grandparents ourselves but have been privileged to attend many baby shows and are positive but little difference exists between newly born infants. Babies have so many arms, legs, and eyes, so much hair and so many wiggly toes. We make this statement after a very careful scrutiny of our subject.

Grandpa Mayer says also that the new baby has red skin, white hair, blue eyes [red, white and blue, get it?] and so is very patriotic. That may all be, but the baby's patriotism must be shown before we can take much stock in it. The main point, as we see it, is, does she, or does she not, favor a brief wet spell after demobilization.

There is one thing, however, which is wholly pleasing in Grandpa's announcement of the new arrival. He says that Dorothy, Dad, Grandma and Grandpa and the baby are all doing well.

#### OUR OFFERING OF "SNAPPY STUFF"

Southworth & Co., of Toledo, Ohio, have sent forth their last call for contributions of "snappy stuff" to appear on their desk calendars the com-



AN UNFAIR MARKET ADVANTAGE

ing year. We note that successful contributors are to be remembered in some more substantial way than just thanks. While the compensation will no doubt be highly gratifying, we regret that the form of remuneration is not of a definite character.

In these times of H. C. L. we would prefer a pair of shoes to a hat and vice versa.

We looked over carefully some off the "snappy stuff" already offered as published in a late issue of Southworth's *Weekly Market Review*, much of which is real good. We beg to submit the following:

"Pop corn snaps. Southworth & Co. will get you the snappy price on that consignment of corn."

"Don't consign to Southworth & Co. before but after breakfast. We don't want to interfere with the early morning meal."

"A new broom sweeps clean. Southworth & Co., tho' born in '81, has a resurrection every morning. Ship us a car of grain and see us wake from the dead."

"The psalmist said: 'All men are liars.' He made that statement after hearing 'South's' Lake-of-the-Woods fish story. Consign to Southworth. Truth and our service will out."

"Don't never, ain't good grammar. Ship to Southworth & Co. We don't care a hep about your English."

We merely submit the foregoing as samples of what we can do after we get our halter off and focus our necks to bray. If Southworth & Co. come across with any kind of junk we can use, the grain public may expect to see some of our snappy stuff on the new desk calendars.

#### CHANGES IN MEMBERSHIP

Baltimore.—New members recently elected to the Chamber of Commerce are: G. Elmer Hofstetter of the States Marine Company; Curral A. Askew, States Marine Company, and John G. Oehrli, H. E. Wack & Co. The memberships of Henry Trager and John O'Neill have been transferred. Reported by Secretary Jas. B. Hessong.

Cairo.—James E. Bennett of Chicago has been granted a membership on the Board of Trade. Reported by Chief Grain Inspector and Weighmaster W. S. Powell.

Chicago.—The following were recently elected to membership on the Board of Trade: Victor E. Herter, Leopold S. Bache, Edwin K. Scheffel, Jas. T. Gawthney, Sol Wexler, C. D. Edinburg, Arthur F. Broderick and L. H. Worth. The following memberships have been transferred: M. L. Harrison, F. D. Countiss, J. E. Templeton, Wm. S. Champ, H. L. Cabell, Jno. C. Ross, J. S. Templeton and Wm. R. Craig. Reported by Secretary John R. Mauff.

Cleveland.—The Moody-Thomas Milling Company has been added to the membership of the Grain & Hay Exchange. Reported by Secretary F. R. Sowers.

Duluth.—New members on the Board of Trade are: Geo. B. Hathaway, Jas. T. Hickman and J. P. Harbison. The membership of E. H. Harbison has been withdrawn. Reported by Secretary Chas. F. MacDonald.

Milwaukee.—A. H. Cherry, Harold E. Tweeden, Harold W. Hellier, W. P. Devereux and Fred Hallberg have been elected to membership in the Chamber of Commerce. The following memberships were transferred: Edwin S. Mooers, Jas. L. Dickens, W. H. Hubbard, Waldo Z. Sharp and Geo. E. Robson. Reported by Secretary H. A. Plumb.

Richmond, Va.—J. P. Pregnall & Co., have withdrawn their membership from the Grain Exchange, having discontinued their grain business. Reported by Secretary W. F. Green.

#### TERMINAL NOTES

A Chicago Board of Trade membership sold late in September at \$10,850 net to the buyer, a new record price.

The McMillan Grain Company of Winnipeg, Manitoba, has increased its capital stock from \$30,000 to \$40,000.

Logan & Bryan have increased the office space in the Board of Trade Building, Chicago, and now have three large rooms. Their wire service extends to all parts of the country.

The Trusler Grain Company, of Emporia, Kan., has been organized with a capital stock of \$100,000 to carry on a general grain business at Emporia and other points. Officers are: T. P. Trusler, presi-



dent; V. B. Bolt, vice-president and traffic manager; L. N. Miller, secretary, and John B. Woodward, treasurer.

H. H. Richardson of Whitney & Gibson, Buffalo, N. Y., was a visitor among Northwestern exchanges late in September.

P. P. Donahue, of the Donahue-Stratton Company of Milwaukee, Wis., spent a short vacation recently in the Northwest.

The Banner Grain Company of Minneapolis, Minn., is planning additions to its elevator to largely increase the capacity.

W. S. Day of Simons, Day & Co., of Chicago, Ill., was a recent visitor on the floor of the Buffalo Corn Exchange, Buffalo, N. Y.

The Pioneer Grain Company, Ltd., of Winnipeg, has been granted permission to increase its capital stock from \$500,000 to \$1,500,000.

John E. Hummel, of the Langenberg Bros. Grain Company of St. Louis, Mo., recently applied for membership in the St. Louis Merchants Exchange.

The Quaker Oats Company, Chicago, received four cars of new No. 1 white corn from Texas the first week in October. It averaged 13 per cent of moisture.

A membership in the St. Louis Merchants Exchange sold late in September at \$1,250 which with a transfer fee of \$500 made a total cost to the buyer of \$1,750.

W. H. Bartz and L. N. Hart, carrying on a grain business at Des Moines, Iowa, under the firm name of the Mid-West Consumers Company, have dissolved partnership.

The Warner Grain Company, Limited, Winnipeg, Man., has been incorporated with a capital stock of \$400,000. The incorporators include H. Scarth, R. Haney and W. M. Shaw.

The Moss-Ewing and Mead Grain Companies of Kansas City, Mo., which recently consolidated as the Moss-Mead Grain Company, have arranged to go into the milling business at Nevada, Mo.

Frederick Aishton, son of President R. H. Aishton of the Chicago & Northwestern Railroad, has been made head of the receiving department of the Donahue-Stratton Company of Milwaukee, Wis.

Jas. J. Rogers, manager of Richardson Bros., of Philadelphia, Pa., is steadily adding to a most charming family. Last month it was a girl and the family now consists of father and mother, three girls and one boy.

The Milwaukee Chamber of Commerce will be represented at the International Trade Conference at Atlantic City, October 22 and 23, by H. M. Stratton, president, H. W. Ladish and A. K. Taylor.

Leonard C. Isbister, manager of the Baltimore office of Bolle-Watson Company, Inc., of New York, received the congratulations of his friends on "Change recently on his return from his wedding trip.

The American Hominy Company of Indianapolis, Ind., which recently bought out and took over the business of the Purity Oats Company, of Davenport, Iowa, plans to build a number of new storage tanks at Davenport.

The Minneapolis grain trade is planning to resume trading in wheat futures early in January for July delivery. As Government control ceases June 20, the grain merchants want to prepare for normal operations before that time.

E. R. Humphrey, manager of the Grain Department of the Oklahoma City Mill & Elevator Company, Oklahoma City, Okla., has accepted the position of manager of the Great West Milling & Elevator Company at Amarillo, Tex.

We have received, with the compliments of James A. Ross, insurance and special adjusting, at New Orleans, La., an atlas showing "The New Europe" and present boundaries of all countries intimately engaged in the World's conflict.

The Atchison Mills Corporation of Atchison, Kan., has been formed with a capital stock of \$400,000 to erect a 1,000-barrel mill and blending plant at Atchison. On November 1 this concern will take over the Washer Elevator properties and

continue to operate them under the old name. Officers are A. L. Jacobson, president; F. E. Harrii, first vice-president; S. R. Washer, second vice-president; W. S. Washer, secretary and treasurer.

B. H. Trussell has succeeded Blackstone Smith as secretary and treasurer of the Williams Commission Company with offices in the Webster Building, Chicago. Mr. Smith becomes president of the Smith-Manniere Commission Company.

Clarence E. Server, Federal grain inspector for Chattanooga, Tenn., has been appointed chief weigher for carload lots of grain and foodstuffs shipped to that market. He will work in conjunction with the department of weights and measurers.

John McGuigan has been appointed manager of the Philadelphia office of Taylor & Bournique Company of Milwaukee, Wis., in place of F. N. Turnbull who resigned. Mr. McGuigan is an experienced grain man and was until recently with L. F. Miller & Sons.

Lieutenant Siva Bender is again in the offices of Southworth & Co., of Toledo, Ohio, after three years' service with Uncle Sam. A part of the time was spent on the Mexican border and the remainder on the firing line in France. He was welcomed home by countless friends.

Mayer, Holbrook & Co., grain commission merchants of the Webster Building, Chicago, have just improved their office service by adding a complete bookkeeping system furnished by the Edward A. Pratt Audit Company, of Chicago. They pronounce it very simple and efficient.

Charles England, head of Charles England & Co., of Baltimore, Md., will represent the Baltimore Chamber of Commerce at the International Trade Conference called at the invitation of the Chamber of Commerce of the United States at Atlantic City, N. J., late in October.

Huffine & Co., of Kansas City, Mo., was recently

obliged on orders of United States Wheat Director, to entirely abstain for one day from all business requiring license under the Act of Congress approved March 4, 1919, and the Presidential Proclamation of June 23, 1919. The penalty was imposed for alleged transacting business with a concern which had failed to obtain the required license. The company was further required to post a notice at their various places of business admitting their violation of the Wheat Control Act and promising future observance of the rules and regulations as laid down by the Wheat Director.

When in Winnipeg on his tour through Canada, H. R. H. the Prince of Wales visited the Winnipeg Grain Exchange where he took a flier in oats and lost \$6.25. Standing in the middle of the pit he gave his order to President F. J. Anderson, "Buy 5000 oats": Mr. Anderson shouted. A minute later the price dropped one-eighth of a cent and the Prince dropped \$6.25. Never a quiet place, even when there are no princes around, the pit on that day was a raging, roaring whirlpool. When the Prince signed the register, business was suspended just long enough to give him four great cheers and then the buying and selling started again with tripled vigor.

The announcement is made that E. V. Maltby, Jas. A. Waring, Samuel Thomas and S. C. Cochran have disposed of their interest in the grain firm of T. A. Grier & Co., of Peoria, Ill., and have bought the S. C. Bartlett Company, Inc., with offices at 16-29 Board of Trade Building. The company has elevators at Akron, Radnor, Buda, Langley, Hahnman, Nelson, Fairbury and Lodemia, Ill. The general grain commission business will be continued by the company with the following officers: E. V. Maltby, president; J. A. Waring, vice-president and general manager; C. S. Cochran, secretary; Samuel Thomas, treasurer. T. A. Grier continues the business of T. A. Grier & Co.

## TRADE NOTES

Stephen A. Bemis, one of the founders of Bemis Bro. Bag Company, of St. Louis, Mo., died recently in Escondido, Calif., at the age of 91 years.

It is announced that the H. E. Behrens Manufacturing Company has been formed at Fargo, N. D., to manufacture the Behrens Grain Separator and Cleaner, an invention of H. E. Behrens of that city.

H. G. Bushnell, representing at Cedar Rapids, Iowa, The Burrell Engineering & Construction Company of Chicago, has resigned his position on account of ill health and removed to California. All his Iowa as well as other friends hope for his speedy recovery.

Sprout, Waldron & Co., of Muncy, Pa., have engaged H. C. Malsness to represent them in the Southwest with headquarters at Kansas City, Mo. Mr. Malsness has had wide experience in grain elevator and flour mill construction and was lately with Nordyke & Marmon Company, of Indianapolis, Ind.

The Gruendler Patent Crusher & Pulverizer Company of St. Louis was recently awarded contract for the installation of a Screening and Bran Grinder for the new plant of the Joe Daniels Milling Company of Little Rock, Ark. The plant will be in operation shortly, being under construction now. The Gruendler company has also lately installed additional motor driven screening machines in the Weinmann Milling Company's plant, of Little Rock, and similar equipment for the Steger Milling Company of Bonham, Texas, the Royal Mill & Feed Company of Memphis, Tenn., and the Acme-Jones Milling Company of Louisville, Ky.

Joseph Dixon Crucible Company, of Jersey City, N. J., say: "Don't guess that any paint, or some paint, will fit your case. Safety of metal surfaces or of wood surfaces lies in full and proper protection by means of a paint that will successfully re-

sist the action of weather and the acid fumes that are always found in cities and towns where coal is burned. Safety lies in knowing, not in guessing. Dixon's Silica-Graphite Paint has been the choice of the knowing ones for over 50 years, and experience has shown that Dixon's has given better protection, for a longer term of years, and at less cost per year of service, than other paints at half the price per gallon. Furthermore, Dixon's is safe to use, as there are no injurious fumes from it and the pigment is as sweet and pure as charcoal—to which graphite is a twin brother."

Hess Warming & Ventilating Company, of Chicago, Ill., is sending out to grain dealers a very useful article answering to a double purpose. Primarily it is a stoker, an official instrument, specified by the Department of Agriculture at Washington, to be used in connection with the bushel weight bucket or kettle tester. The operator holds it with the sides vertical, avoiding any shaking of the kettle and, with three zig-zag motions strikes the excess grain from the top of the overflowing kettle in a uniform manner. The stoker is made of light, hard wood the size of a 12-inch rule. As its secondary usefulness there is printed thereon the grade requirements for wheat, corn and oats. It will be found a very convenient article to have about the elevator.

In order to give greater manufacturing facilities, Sprout, Waldron & Co., of Muncy, Pa., manufacturers of the Monarch line of flour, feed and cereal milling machinery, recently completed a 40x250 foot warehouse in which machines, as they come from the finishing department, can be stored until shipping date. The new warehouse was made necessary from the fact that during the last year the company added a number of new, modern, highly efficient tools which enabled them to greatly increase their output. It was also found necessary



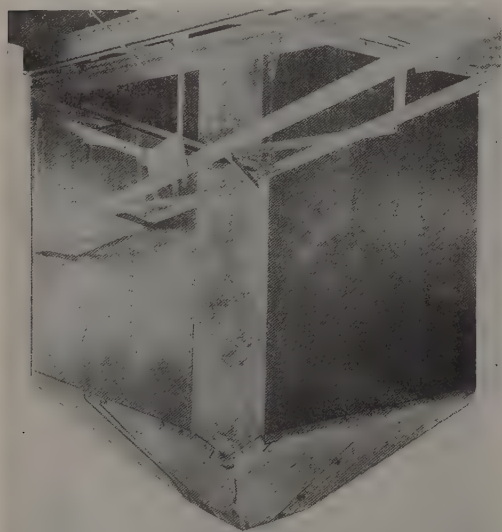
the past year to install a new type corrugator in the roll grinding and corrugating department and Sprout, Waldron & Co. will continue to maintain their reputation as possessing one of the most modern roll grinding and corrugating plants in the East.

Wm. H. Emerson & Sons, manufacturers of wild oat separators and elevator wheat testers, commonly called kickers, are moving their manufacturing plant from Detroit to 2836 Colfax Avenue, South, Minneapolis, Minn., where the business will be continued as the Emerson Manufacturing Company. There has been a constantly growing demand for these machines the past few years.

## STEEL SCALE HOPPERS

The importance of weighing equipment is becoming more marked each season. The Interstate Commerce Commission is inclined to put accuracy of weights squarely up to shippers and receivers, so that the progressive house will see to it that his scales are of approved make and pattern, are properly installed and are kept in good order.

By no means the least important part of the scale equipment is the scale hopper. On its con-



A 2,000-BUSHEL SCALE HOPPER READY TO PLACE

struction and installation much of the proper functioning of the scale depends. For this reason there is a great interest in the accompanying illustration of a 2,000-bushel steel scale hopper, constructed by Blaylock & Knapp, steel contractors, Monadnock Building, Chicago, and all ready for installation in the plant of the Mystic Milling Company of Leeds, Iowa.

This steel hopper is the last word in this type of construction. It is built entirely of steel, supported on steel frames which in turn are supported by the scale beams. Modern elevators are rapidly becoming equipped with these hoppers for weighing grain as they make it possible to keep a correct record of all grain handled in and out with a minimum of time and expense.

The constructing firm has at the present time under construction similar hoppers for the Flanley Grain Company at Sioux City, Iowa; and about 60 tons of fabricated plate and structural work for the new American Milling Company plant at Peoria, Ill.; and two carloads for the Northern Central Elevator, Baltimore, Md.

## THE WORLD'S CROP ACREAGE

The total land area of the world (excluding the polar regions) is about 30,000,000,000 acres. What proportion of this is productive agriculturally is not definitely known; but the International Institute of Agriculture has collected data for 36 countries having a total land area of 15,071,209,000 acres; of which it is calculated or estimated that 4,591,691,000 acres, or 30.5 per cent, are productive and 1,313,832,000 acres, or 8.7 per cent, are cultivated land (including fallow land, also artificial grasses).

The productive land includes, besides cultivated land, natural meadows and pastures, forests, wood lots, and land devoted to cultivated trees and shrubs.

## GRAIN GRADING EQUIPMENT FOR COUNTRY ELEVATORS

For testing and grading wheat, shelled corn, and oats, according to the Federal grades, the following set of equipment is suggested as essential and has been approved by the United States Department of Agriculture:

1. Weight per bushel tester, consisting of a quart kettle (bucket) and scale beam.

2. Funnel for filling the weight per bushel test kettle. The funnel should have an opening 1½ inches in diameter and be so adjusted and supported that the opening of the funnel will be held exactly 2 inches above the top and center of the test kettle when filling.

3. Special hardwood stroker. The stroker should be ¾ inch thick by 1½ inches broad, and 12 inches long, with the long edges rounded to a semi-circle for stroking the grain from the overflowing test kettle.

4. (a) Brown Duvel Moisture Tester, having at least two compartments. The tester should be completely equipped with flasks, certified centigrade thermometers to read correctly from 170 degrees to 195 degrees, regular graduates of 25 c.c. capacity for testing wheat and shelled corn.

(b) Special graduates of at least 16 c.c. capacity for testing oats; one-hole rubber stoppers, sizes No. 3 and No. 5; condenser tubes; 150 c.c. oil measuring device; and a supply of light mineral engine oil. The moisture tester and the method of use thereof are fully described in Bureau of Plant Industry Circular No. 72 and Bulletin No. 56 issued by the United States Department of Agriculture for free distribution.

5. Torsion balance, with weights. Capacity at least 500 grams, sensitive to 0.1 gram, with set of weights 1 gram to 500 grams. (Grams are used so that percentages may be quickly ascertained.)

6. Dockage sieves.

A. For the determination of dockage under the Federal wheat grades. The sieves and bottom pan for each set should be circular in shape and made of aluminum, brass, or other suitable material. The metal should be 0.025 to 0.035 inch in thickness. Set of perforated metal hand sieves consisting of—

(a) Bottom pan: Inside diameter should be 13½ inches; depth, 2½ inches and roll at top of pan, ¼ inch in diameter.

(b) Buckwheat sieve with triangular perforations, 8/64 inch on each side of perforations; inside diameter of sieve should be 13 inches; depth of sieve, 2 inches; and roll at top of sieve should be ¼ inch in diameter.

(c) Fine seed sieve with round perforations, 1/12 inch in diameter. (Other specifications and dimensions same as for (b) buckwheat sieve, above.)

(d) Fine chess sieve, with slotted perforations, 0.064 by ¾ inch in diameter. (Other specifications and dimensions same as for (b) buckwheat sieve above.)

(e) Scalper sieve, with round perforations, 12/64 inch in diameter; depth of sieve, 1½ inches; inside diameter should be 12½ inches; and roll at top of sieve should be ½ inch in diameter.

Note.—Sieves (b), (c), and (d) should be made to nest very freely with the bottom pan. The scalper sieve (e) should nest very freely with each of the other three sieves and also with the bottom pan. The smooth surface of the metal should face up.

B. In addition to the dockage sieves specified above for the purpose of facilitating the handling of certain samples of wheat containing barley, oats, wild oats, pieces of straw, weed stems, or other coarse material, the bureau has found it desirable to incorporate in the method of determining the dockage in the wheat the use of a small wheat tester, a device popularly designated as a "wild-oat kicker." It should be understood, however, that when the so-called wild oat kicker is employed it should be used in connection with and not in lieu of the hand sieve.

7. Corn sieve and bottom pan. The corn sieve to have round perforations 14/64 inch in diameter. This sieve should be made to nest very freely with the bottom pan. (The bottom pan is not necessary if the bottom pan of the dockage sieve will nest properly with the corn sieve.)

8. Oat sieves. To assist in the determination of foreign material and other grains. The buckwheat sieve will be found to be useful.

9. Grain trier (probe). The trier recommended for probing bulk carloads of grain should be 60 inches long, double-shelled, and divided into 10 compartments.

In addition to the equipment listed above, the following will be found convenient and desirable, and, while not absolutely essential, is recommended by the Department:

1. Boerner sampling device. For mixing and dividing samples of grain for testing.

2. Grain trier (probe). A trier of the same type

as the 60-inch trier, approximately 40 inches long, with 6 openings, but which is not divided into compartments and which may be dumped by upending. This trier will be found useful in probing wagon loads of bulk grain.

3. Sampling canvas, 5 feet by 2 feet in dimensions, on which to empty the grain from the 60-inch trier. (Where the small trier is used in probing wagon loads it is not necessary to have a sampling canvas for emptying the trier.)

4. Air-tight containers (sample cans). Capacity at least 450 grams (1½ pints).

5. Cloth sample bags, capacity at least 2 quarts.

6. Dockage sieves. (f) Coarse chess sieves, with slotted perforations 0.070 inch wide by ½ inch long. (Other specifications and dimensions same as for (b) buckwheat sieve above.) This sieve should nest very freely with the bottom pan.

The sampling canvas, air-tight containers, and cloth sample bags will be found useful in obtaining and submitting, by mail, samples from a carload of grain to a licensed grain inspector for grading or for submitting an agreed sample, in case of a dispute, to an office of Federal grain supervision for the determination of the true grade under the United States Grain Standards Act.

## IF YOU DON'T BELIEVE THIS, TRY IT

A checkerboard has 64 squares, eight rows of squares each way. Take some wheat and place one grain on the first square, two grains on the second, four on the third, eight on the fourth, 16 on the fifth, and so on, doubling the number of grains placed on each succeeding square, for the entire 64 squares of the board.

Query: How many grains of wheat will it take for the entire board? This entails doubling 63 times, and adding up. The answer is: 18,446,744,673,709,551,615 grains.

"We weighed out an ounce of two kinds of wheat on an accurate druggist's scales," says the Office Dog of the *Ladies' Home Journal*, "and found the average ounce to contain 1,250 grains of wheat. On this basis the wheat necessary to cover the checkerboard would amount to about 15,372,286,728,091 bushels.

Or if this wheat were loaded in 60,000-pound-capacity box cars it would require 15,372,286,728 box cars."

## AUTO TRUCK SCALES

BY J. B. SOWA\*

There is little to say regarding the installation and care of auto truck scales that has not already been covered in "Wagon Scales."

You should know, however, where the differences lie between the two types of scales, and why you must install a truck scale for weighing trucks, even though your wagon scale beam is of sufficient capacity to accommodate the load.

From 75 to 90 per cent of a loaded truck's weight is carried over the rear axle. Therefore, instead of the weight being equally distributed to the scale levers, at least 75 per cent of it comes on one end of the platform.

Hence you will see that even though you can weigh a 6-ton load on your wagon scale, in so doing, you tax your scale to 10-ton capacity. No wagon scale can be expected to maintain its accuracy under such loads.

The design and arrangement of truck scale levers generally resembles closely the track scale. They are not suspended from a frame, but are supported on piers or walls in the pit. The main pivot, instead of projecting through the lever and hanging in a clevis, are supported on a stand and are "backed up" their full length by the lever casting.

The manufacturers build these scales of various capacities, and with platforms of various lengths. The 10-ton scale with a 16-foot platform is the popular scale for the country dealer.

As has been said of wagon scales, install the scale on a good foundation, in a well drained pit, and then protect it from the elements with a shed or roof.

Since the manufacturers have provided dump beds for trucks making them practical for the hauling of grain, their coming is assured. This makes it simply a question of time until you will install a truck scale.

\*Second of a series of articles by the scale inspector of the Illinois Grain Dealers Association, as it appeared in the Bulletin.



## NEW LIFE FOR BUCKWHEAT

FELIX J. KOCH

Many and varied are the results to come of the great world war; none, however, of greater interest to grain men than the changes in demands for food products of this and other countries.

The war sent throughout Britain and Europe proper, hundreds of thousands of American soldiers, and these, being billeted so largely in houses, came in touch with the peasants.

Sam being just a big, overgrown boy, very often, liked good things to eat, hankered for the dishes of the home land, and told the good billet folk of these. Sam would often discant on the winter buckwheats, telling especially of those mother used to make. This of course was more common in England than elsewhere.

Then a curious thing happened. The good folk knew, even raised, the buckwheat, but just as food for poultry. That it should be available for themselves, that a dish that one would actually be fond of might come of it, was a surprise to them. They had the buckwheat, they followed Sam's directions; they liked results immensely. Now they have incorporated the buckwheat into their regular menus, and there comes a call for it everywhere. Where they raised it for poultry food only, they have not yet enough to feed humans also. Obviously the call is to the buckwheat grower, and wiseacres in the matter predict a demand for buckwheat such as he has never known before.

Buckwheat is grown in Great Britain only to supply food for the pheasants and feed poultry, which devour the seed with avidity. In the northern countries of Europe, however, the seeds are employed as human food, chiefly in the form of cakes, which, when baked, have an agreeable taste, with a darkish, somewhat violet color.

The meal of buckwheat is also baked into crumpets, as a favorite dainty among Dutch children, and in the Russian armies of before the war,

Again, an immense amount of buckwheat honey was collected in Russia particularly; the bees showing a marked preference for the flowers of the plant. A dye-stuff is also obtained from the leaves of a species of buckwheat, which may then be used for producing a yellow, or olive, color on cotton, according to the mordant employed.

## THE FLY AND THE NEXT CROP

The damage done by the Hessian fly to this year's wheat crop was larger in the aggregate and more general than was thought to be the fact. In some regions the infestation has become quite serious, and the state authorities have issued warnings as a safeguard to next year's crop.

The one preventive measure which has been found most effective is late sowing. The habits of the fly are such that when it emerges in the early fall, if it finds young wheat to deposit its eggs upon, a heavy infestation occurs in the wheat that fall and the next season. If the wheat is sown later, when the fly emerges, it dies before it can find growing wheat to deposit eggs upon. Late sowing is not a wholly effective measure, since there is also a spring brood; but the latter can be headed off if the fall brood dies through the late seeding of an entire district.

"Fly-free" dates for seeding are now quite well known for each region of the winter wheat country. Local millers should do all in their power to secure co-operation among farmers in seeding at the fly-free dates of their respective localities.

## EFFECT ON GRAIN WEIGHT BY CLIMATE

The effect that climate has on the weight of grain has been made the subject of study by the Department of Agriculture of Canada and the result was recently published in the *Agricultural Gazette*. The weight considered is not that of bushels, but of a certain number of kernels of each grain. The bushel weight might or might not have a direct relationship to the grain kernel weight, depending on various factors not considered. In the following table the weights of the small grain in different countries is shown:

Average weight in grains of 10,000 grains.					
Countries—	Wheat.	Barley.	Oats.	Rye.	Average.
Russia .....	244	333	245	178	250
U. S. A. ....	346	347	253	194	285
Germany .....	353	399	302	231	321
Denmark, Norway, Sweden...	354	410	322	244	332
Great Britain, Holland, Belgium .....	405	440	311	296	355
Italy, Spain, France .....	468	465	329	295	389
Average for continental climates .....	314	360	267	201	...
Average for insular and coast climates .....	409	438	321	268	...

## FEDERAL CAR DISTRIBUTION RULES

1. Each shipper of grain will advise the carrier's agent each Saturday of the total quantity of grain on hand tendered for rail shipment. The ratio of the quantity so reported by each shipper to the total quantity so reported by all shippers shall be the percentage basis for the distribution of available cars at that station during the ensuing week for grain loading.

2. Each shipper of grain shall make written order on the carrier's agent for cars wanted for grain loading, showing the following information:

- Date of order.
- Number of cars wanted (In units of 40-ton cars) and whether for sacked or bulk grain.
- Destination.
- Date wanted to load.
- Quantity of each kind of grain on hand and conveniently located for prompt loading tendered for rail shipment.
- Name of shipper.

Copies of orders by a shipper located on more

than one carrier (steam, electric or water) shall be filed with the agent of each carrier. Such combined orders must not exceed the total grain conveniently located for prompt loading tendered for shipment.

3. Cars will not be furnished in excess of a shipper's ability to load and ship promptly.

4. When a shipper's pro rata share of the available car supply is a fraction of a car, the fraction will be carried to his credit and he will be entitled to car supply on the basis of the aggregate of such fractional credits.

5. The term "prompt loading" as used in these rules, is intended to mean that a car placed for loading not later than 10 a. m. must be loaded and billing instructions tendered before the close of the day on which it is placed, failing which, such car will be charged against the shipper's allotment, as an additional empty for each succeeding day held for loading, or for billing instructions.

## A ROSE BY ANY OTHER NAME

When is a milling company not a milling company? This is not a conundrum down in Louisville, Ky., because the answer is too obvious. The Gold Proof Milling Company may some day manufac-



PLANT OF GOLD PROOF MILLING COMPANY, LOUISVILLE, KY.

ture flour, but at present a 100,000-bushel elevator is as near as it gets. The company is controlled by S. Zorn & Co., well-known handlers of corn, oats and rye, who for several years handled all their business through public elevators.

This elevator, located on the Illinois Central Terminals, at Fourteenth and Wilson Streets, is sheathed in corrugated metal and is equipped with ladder fire escapes, and thoroughly modern handling equipment. It is electrically operated.

S. Zorn & Co. is a firm which does a very large business with the South and East and which stands high in the trade.

## GRAIN STORAGE IN NEW SOUTH WALES

At the last reports very substantial progress had been made in preparations for taking care of the wheat of New South Wales by bulk handling instead of the old method of sacking. For the coming harvest it is expected that emergency country elevators will be available with a storage capacity of 12,600,000 bushels, with storage bins at Glebe Island with a capacity of 5,582,000 bushels; or 18,000,000 bushels' capacity altogether. The total cost of the country elevators will be about \$3,200,000, and of the terminal elevator, approximately \$4,100,000.



A FIELD OF BUCKWHEAT IN BLOOM

buckwheat groats were served out as a part of the soldiers' rations, which they cooked with butter, tallow, or hemp-seed oil.

Buckwheat is also eaten by the Hindus on "bart," or fast days, being one of the *phalahas*, or lawful foods, for such occasions.

When it is used as food for cattle, the hard, sharp angular rind must first be removed.

As compared with the principal cereal grains, buckwheat is poor in nitrogenous substances and fat; but the rapidity and ease with which it can be grown, render it a fit crop for badly-tilled land. According to Payen, it contains of nitrogenous matter, 13.1 per cent; starch, 64.9 per cent; fat, 3 per cent; water, 13 per cent; cellulose and ash, 6 per cent.



## NEWS LETTERS

## TOLEDO

H. F. WENDT

CORRESPONDENT

TOLEDO has been chosen as a Government wheat storage center. Toledo was not designated this year as a Government wheat buying center, but the elevators in Minneapolis, Chicago and other important points are filled, so additional Government storage facilities were required inasmuch as wheat exports to Europe have not been nearly as great as the wheat director had anticipated. The depreciation in foreign exchange rates is believed to be an important factor in the slackening of the demand. The great East Side Iron Elevator, with a capacity of 1,500,000 bushels, is located here and it is believed that it will be filled to capacity.

Claude Whitney, at the St. Clair Street office, and "Tim" Burke, on the floor of the Toledo Produce Exchange, entertained their customers during the world's series by giving full reports of the games as received over the private wires of E. W. Wagner & Co.

Toledo Produce Exchange shortened the session of Tuesday, October 7, adjourning at 11:30 to honor the return of Ambassador Brand Whitlock and the visit paid the city by King Albert and Queen Elizabeth of Belgium.

"Dick" Sheldon of the S. W. Flower Company, John Luscombe, of Southworth & Co., and Henry D. Raddatz of H. D. Raddatz & Co., were more interested in the outcome of the World's Series than in the market during the recent baseball fracas and the three traveled to Chicago to witness one of the "big shows."

The regular monthly meeting of the Northwestern Ohio Co-Operative Elevator Association was held at Holgate, Ohio, October 6. Charles Keilholtz of Southworth & Co., Paul Barnes, of the Young Grain Company, Fred Wickenhiser of J. Wickenhiser & Co., Bill Cummings of J. F. Zahm & Co., Harry DeVore of H. W. DeVore & Co., Lester Howard of H. D. Raddatz & Co., and George Woodman of the Rice Grain Company, were the 'Change members who attended.

The Toledo Produce Exchange Traffic Association held a meeting this month, the first in several months due to the rush of business of the members.

Rather high prices prevail in the Toledo hay market. Light receipts, which are due to the rush of work of the farmers, are responsible. The quality of arrivals has generally been first-class. No. 1 timothy and No. 1 light mixed were in good demand, while the movement of the other grades has been slow.

Clover seed, alsike and timothy prices on the Toledo market range much higher than a month ago.

President Fred Mayer of the Toledo Produce Exchange, who greets everyone every day with a broad smile, recently had a more shining countenance than ever. He passed out the cigars and said that he had become granddaddy to "the finest little girl in the world," born to his daughter, Mrs. George Close of Toledo.

Lester Howard, of H. D. Raddatz & Co., recently returned from a trip, both business and pleasure, which took him to New York, Washington and other Eastern cities.

George Forrester of the E. B. Slawson Company, Fred Camper, of the S. W. Flower Company; George Woodman, of the Rice Grain Company, and Joe Streicher and "Bill" Cummings, of J. F. Zahm & Co., were in attendance at the recent meeting of the Michigan Bean Jobbers Association, which was held at Detroit.

After being in the employment of E. W. Wagner & Co. for three years, acting as operator and later as manager of the Toledo branch office, "Tim" Burke announces that he is about to leave that house to become manager of the new Toledo branch office of Pynchon & Co., which will be located on the floor of the Toledo 'Change within a short time.

Mr. Burke was employed at Chicago for two years, after which he became manager of the 'Change branch office at Toledo. Members of the local ex-

change declare that his coming to Toledo has injected more "pep" than imaginable. He is a real live wire and a friend of everyone.

Acting on the application of Pynchon & Co., at a meeting of the directors of the Toledo Exchange October 10, the vote was unanimously in favor of admitting the newcomer. A. J. Burkhardt, of Chicago, will succeed Mr. Burke as manager of the Toledo branch of E. W. Wagner & Co.

T. A. Bixler, of J. Bolgiano & Son, seed dealers, Baltimore, was a recent visitor on the floor of the Toledo 'Change.

## BUFFALO

ELMER M. HILL

CORRESPONDENT

THE Board of Directors of the Buffalo Corn Exchange has voted to increase inspection, weighing and membership fees for the purpose of more efficiently carrying on the various departments of the Exchange. The charge for track inspection is now 25 cents a car and 20 cents for out of store elevator or inspection ex-cars. In the matter of weighing fees the only change is a charge of 10 cents a car for weighing out ex-rail grain, whereas formerly no charge was made. Certificate membership dues of the Exchange have been increased from \$50 to \$75 per half year, and license dues from \$100 to \$125 per half year. The increased dues took effect October 1.

Edward S. Walsh, New York State Superintendent of Public Works, has transmitted a brief to the Committee on Foreign and Interstate Commerce of the House of Representatives, opposing passage of Bill 4378, which would give the Interstate Commerce Commission control of rates and traffic conditions on the New York State Barge Canal. The enactment of the measure unamended, Mr. Walsh says, would be a fatal blow at the canal system which the people of the state built at an enormous expense. It threatens the prosperity of the big grain elevators in the Buffalo harbor and would be a boon to the Canadian competition which this country is meeting at the present time.

The government of the state opposes the measure on the grounds that it gives the Interstate Commerce Commission authority to regulate port-to-port canal rates; compels canal carriers to publish and file their rates; prescribes minimum canal rates; prescribes interstate canal rates, and prescribes the manner and form in which canal carriers shall preserve records of revenues and tonnage.

"If you want to see the grain elevators at Buffalo and along the Atlantic Seaboard fall into disuse and if it is your desire to divert our export and import commerce to Montreal, enact this bill," says the brief filed by the state. "Our water lines must not be restrained in their rate making powers if they are to meet Canadian competition. New York is planning to erect large modern grain terminal elevators at ports such as Oswego, Buffalo and New York. We believe these will be a great aid in attracting the grain trade to the Canal. However, you may be assured that New York will spend no more money on its canal system, if its freedom of operation is curtailed in any way by Federal regulation."

It is also pointed out in the brief that the Traffic Commissioner of the St. Louis Merchants Exchange in speaking of the Mississippi River situation says: "If a barge should come here some time and find that a situation has developed at Montreal, whereby the British are knocking down rates to control the grain traffic for their boats, it would be necessary for the boats from St. Louis to New Orleans to be able to adjust themselves promptly to meet that development and not wait for the Interstate Commerce Commission in Washington to go through all the motions necessary to reach a conclusion."

It is declared by grain and elevator interests in the Buffalo market and at points along the New York State Barge Canal that an identical situation exists on the canal as was pointed out by the Traffic Commissioner of the St. Louis Merchants Exchange in speaking to the grain and elevator men in that center.

"Grain will follow a route offering the smallest fraction of a cent per bushel saving, and there can be no doubt but that the Canadian carriers, being free to make any rate sufficient to attract the business, will offer this saving," says the brief of New York State. "Canada is now improving its Welland Canal. The Dominion further wants to see their St.

Lawrence Canals deepened and enlarged so as to accommodate the largest lake grain carriers. In this movement they seem to have the support of many Middle Western and Northwestern States where the big grain growers operate. Whether the project will be undertaken is problematical, but the fact remains that even without these improvements the competition of the port of Montreal with American ports is growing stronger each year, especially along the lines of the grain carrying movement."

Grain elevators along the waterfront are plugged with grain. Shippers are having difficulty in getting cars to move the crops to the seaboard and the Government is planning to mobilize its barges on the state waterway so as to help haul the harvest to Atlantic Coast points for export. Boats have been arriving fast in the last two weeks and although receipts this season have not been as large as in previous years, grain men are inclined to be satisfied.

George E. Pierce, for many years one of the foremost grain merchants and elevator operators in Buffalo, has been expelled from the Buffalo Corn Exchange for what the directors of the Exchange call "irregularity in receipts." Mr. Pierce suffered heavily in the failure of the Hession Tiller & Tractor Corporation and his financial affairs are now in the hands of a committee of creditors.

The expulsion of Mr. Pierce from membership in the Buffalo Corn Exchange is the first case of its kind in the 15 years' history of the Buffalo grain organization. The action did not come as a surprise to grain and elevator men who have known for some time about the financial affairs of Mr. Pierce. Two other Buffalo grain men are also face to face with financial difficulties arising from business transactions in which Mr. Pierce was involved.

The attention of District Attorney Guy B. Moore of Erie County has been called to certain transactions which have developed within the last few weeks and it is probable the case will go to the grand jury. The Citizens' Commercial Trust Company is one of the leading complainants in the action which preceded the ousting of Mr. Pierce from the Corn Exchange.

It is charged that Mr. Pierce borrowed money on warehouse receipts on grain from the bank and then disposed of the grain. A replevin suit and later an attachment was filed by the bank on two of Pierce's grain elevators in the harbor. About 90,000 bushels of oats attached in one elevator were sold by the bank for a sum insufficient to cover the amount obtained by Pierce on warehouse receipts. The total indebtedness is said to exceed \$500,000 although it is reported by the creditors' committee that the assets may exceed \$1,000,000. The assets include real estate and machinery.

The committee which is handling Mr. Pierce's affairs consists of Roy M. Griffin of the Citizens' Commercial Trust Company; James M. Carter, of the Manufacturers & Traders National Bank; Frank Collins, of the Buffalo Trust Company; Charles B. Matthews, and George Zimmerman. There are 204 creditors.

No explanation is made by Dudley M. Irwin, president of the Buffalo Corn Exchange, or other officers and directors of the Exchange, as to the specific reasons for expelling Mr. Pierce from the organization other than "irregularity in receipts." Mr. Pierce was formerly manager of the Kellogg Elevators in Buffalo before going into the grain and elevator business on his own account. He operated two big grain elevators in the harbor.

## ST. LOUIS

R. O. JOHNSON

CORRESPONDENT

THE St. Louis corn market is "marking time." The trade generally is bearish, owing to the favorable fall weather for curing the crop, and the large yield shown by the recent crop report. The recent decline in hogs at all important markets, uncertain labor and trade conditions, and unsettlement in foreign exchange, which many dealers declare has operated against exports, also have favored short sellers. Many good speculative traders on the Merchants' Exchange are disinclined to follow the bear side of the market aggressively from this level, however, and declare that all the news to lower prices is now out, and that any developments in the future must be of a constructive character. Along this line they point to the chances of a settlement of the steel strike and possibility of better relations between capital and labor as a result of the present "Labor Conference."

The possibility of the adverse exchange market being adjusted over night by placing of large foreign credits by the United States, also is a factor; while last, but not least, the nearing approach of the signing of the peace treaty and its salutary influence on domestic business as well as trade with all foreign countries makes the sellers cautious. There are many indications that a sharp advance in corn values will



result from heavy purchases of grain and other commodities as soon as the treaty is signed, as it is generally known that New York banks have arranged to finance purchases for several foreign nations.

On this account many corn traders point to the fact that Grain Exchange products are the only ones that have declined recently, and contend that the 70 cent break in corn has more than discounted the increase in the new crop over that of last year, and that ultimately an adjustment of values upward will be in order, unless other commodities show a severe tendency downward. Cash houses here have been doing a good business in wheat, and considerable grain has been sold for export via the Mississippi River Barge Line. The Marshall Hall Grain Company continues to contract heavily for shipments down the river.

Seedmen of St. Louis consider themselves fortunate. A scaffold weighing several tons, being erected over the floor of the trading hall on the Merchants' Exchange, fell recently, early in the morning, and entirely wrecked the sample tables of all the important seed houses. Had the accident happened when the daily session of the seedmen was in progress, the representatives of the seed firms could not possibly have escaped being badly injured or killed.

Memberships on the St. Louis Merchants' Exchange are selling at \$1,300, the highest price recorded in many years. Secretary Eugene Smith declares the appreciation results from gradual buying of memberships by the Exchange at a fixed figure every year. This has taken the surplus memberships off the market and placed those outstanding largely in the hands of grain and commission men. A few years ago a membership could be bought at the end of the year for payment of dues amounting to \$25. The total memberships now outstanding is less than 900. At one time the membership was nearly 3,000.

The trading hall of the St. Louis Merchants' Exchange has been given a fresh coat of paint, and the mural decorations on the ceiling cleaned and brightened. The hall presents a beautiful appearance. The work was rushed by President E. C. Andrews and Secretary Eugene Smith to be ready for the Grain Dealers National Association Convention. Grain men at the convention commented flatteringly on the beauty of the trading hall.

Members of the St. Louis Merchants' Exchange were grieved to hear recently of the death at her home from gastritis of the wife of Henry Greve, president of the John Wall Commission Company, one of the oldest firms on the Exchange. Mrs. Greve was a daughter of John Wall, one of the founders of the Liberty Bank, which formerly was the German Savings Institution.

Stephen A. Bemis, 91 years old, founder of the Bemis Bro. Bag Company in St. Louis 50 years ago, died recently in Escondido, Calif., at the residence of his daughter, Mrs. T. J. McLemore. Mr. Bemis had been ill about a week. He was for many years vice-president of the Bemis company, but had resigned from that position on January 1, 1918.

Betting on the World's Series was unusually heavy on the St. Louis Merchants' Exchange, and intense excitement marked nearly all the games. Each team had a bunch of followers, and when the White Sox rallied from early defeat and came within one game of tying the score of the Red Sox, who had won four games, every commission house on the Exchange was crowded with customers watching the returns. Among the biggest bettors on the Exchange was William T. Hill, the well-known grain man. Mr. Hill favored the White Sox at the start, but is said to have switched his bets after the crushing defeat they received in the first game.

Sam Mincer, the Chicago grain man, is to open a branch office in St. Louis, and plans are about completed for the wire service. Report has it that Mr. Mincer will be represented by Gus Vinenga. It is expected that Mr. Mincer will live up the sessions, as he is known here as a big trader.

Edward M. Flesh, president of the C. H. Albers Commission Company of St. Louis, who since last January has been European head of the United States Grain Corporation, returned recently to New York, and is expected in St. Louis shortly.

Mr. Flesh, upon his return said that it was only American relief measures that prevented Europe from going Bolshevik, and estimated the total amount spent there by this country in relief work at \$972,000,000.

From his headquarters in London, Mr. Flesh directed the movements of more than 360 food ships sailing from North American ports. These went to many ports, including Hamburg, Rotterdam, and Copenhagen, for Germany and Czechoslovakia; Danzig for the Poles, Cattaro and Trieste for Southern Europe and Constantinople, Constanza, Tiflis, Batum, Saloniki and Derinje for districts farther East.

Mr. Flesh will continue to act as treasurer of the

Grain Corporation until next June, when it goes out of existence. His headquarters will be in New York, where he will return after visiting St. Louis.

Materially improved conditions in the last month were shown by the Missouri State Crop Report for October.

A corn crop of 159,671,000 bushels is estimated, an increase over 1918 of 27,999,000 bushels, and a gain during September of 2,532,000 bushels.

Wheat planting has been delayed as a result of dry weather earlier in the season. The acreage planted this year will be fully 20 per cent less than last year. The estimated total acreage of wheat for the present year is placed at 3,394,000. The acreage last year was 4,243,000. The report puts oats yield 27 bushels per acre, total 36,259,000 bushels, against 44,196,000 last year. Quality, 85 per cent agrees with 10-year average. Spring wheat yielded 8½ bushels per acre, with the low quality of 66 per cent. The report concludes: "General conditions are more favorable than in September. Farm work now active, soil in good condition, labor situation slowly stabilizing itself. Livestock healthy, with but little cattle feeding beginning, but that of hogs near the usual. Interest in sheep feeding increasing."

## NEW YORK

C. K. TRAFTON - CORRESPONDENT

POSTERITY will look in vain on the Visitor's Register of the New York Produce Exchange in an effort to find the name of the most distinguished visitor to enter upon the floor of that institution. Possibly this minor detail was overlooked in all the excitement, but at any rate, the omission did not lessen the pride of the members that their floor should have been selected as one of the places to be visited by King Albert of Belgium during his brief stay in this city. After leaving the Stock Exchange, which was the only other organization of the kind on his itinerary, the King and his retinue came to the Produce Exchange, where he was officially welcomed by President Flesh in the midst of a large and enthusiastic gathering of members, and their families and friends, many of whom had assembled on the floor and in the gallery hours before the designated time. After responding briefly but heartily to the speech of welcome, the King was escorted by the Reception Committee on a brief visit around the floor. Prominent on this committee was Edward G. Broenniman, who came into close touch with Belgian affairs as purchasing agent in this country for the Belgian Relief Commission. Mr. Broenniman also attended the banquet given in the King's honor by the Relief Commission at the Bankers' Club.

A facetious member suggests that possibly the signing of the register by King Albert was purposely omitted as the presence of such an autograph would have made that book so valuable as to necessitate its being locked up in a safe deposit vault every night as well as guarded vigilantly all day long. This same member assumes that as soon as the signing had been completed there would have been a free-for-all fight to secure possession of the pen, not to mention blotter and ink-well, and possibly even the desk.

Alfred T. Martin, for many years active and popular in the local grain market, spent several days recently on the New York Produce Exchange, where he is still a member, receiving a cordial welcome from his many old friends. Mr. Martin, who is now a member of the firm of Bartlett, Frazier & Co., commission merchants on the Chicago Board of Trade, was on his way back to that city after a month's vacation, spent largely in traveling by automobile through Nova Scotia and down through the Berkshires and Adirondacks. During this trip he found the roads in most gratifying condition, especially after leaving Nova Scotia. He related some interesting facts respecting the great damage to the crops in the Northwest and especially in Montana, by the long drouth. He mentioned some fields on land in which he was interested where the crop was almost wiped out, the yield frequently being less than five bushels to the acre, compared with around 20 a year ago.

Many members of the Produce Exchange, especially the "Old Timers," were much pleased to hear that George Bingham, son of Alexander Bingham, familiarly called "Alec" by his host of friends in the grain trade both here and in England, but especially in Liverpool, was an applicant for membership. For nine years Mr. Bingham was a broker on the Winnipeg Grain and Produce Exchange. Previous to that he was identified with the trade in the Liverpool Corn Exchange, starting with the old firm of Wm. Bingham Bros. & Co., and afterwards with his father's firm, A. R. Bingham & Co. In 1912 he retired with the view of living as a country gentleman in England, but when the war broke out he had to participate,

spending two years in France, where he was gassed and slightly wounded. He is now United States agent of Webb & Kenward, Inc., which is a branch of Webb & Kenward, Ltd., grain merchants of London. His appearance in the market recalled to many old members of the grain trade, and especially exporters, his genial and interesting father, who spent many years in this market where he was held in high esteem.

Announcement was recently made on the Produce Exchange of the formation of a new grain exporting house under the style of P. N. Gray & Co., Inc., which includes C. Falk, who will act as representative on the Exchange, where he has been an active member. This firm is the sole purchasing agent of grain for the Belgian Government, and has also recently become the buying agent for the Austrian Government.

G. W. ("Walter") Beaven, for many years active and popular on the New York Produce Exchange, of which he is still a member, spent several days here recently, and was cordially welcomed by his many old friends. Mr. Beaven, who is now manager for Lamson Bros & Co., commission merchants on the Chicago Board of Trade, expressed the belief that the outlook is bright for a large corn crop this year. He was convinced that the majority of traders in Chicago and elsewhere anticipated one of the finest crops on record, both as to quantity and quality, provided the weather continues favorable. Moreover, there is such equal distribution of production that it will serve to fill up many holes and prevent a repetition of recent high prices. He thinks that prices may rally occasionally when the market becomes oversold, but otherwise he looks for lower levels.

George A. Carruthers of Montreal, who returned recently from France as a Lieutenant-Colonel in the Canadian Army, has resumed business with James Carruthers & Co., Ltd., the big grain house of Montreal, Winnipeg, and New York, of which his father is the head. Col. Carruthers was among the recent visitors on the Produce Exchange.

Robert B. Gentles, manager of the New York office of Lewis, Proctor Co., grain exporters, returned recently from a long stay in Great Britain, partly on business, but largely to spend some time with his family in order to recuperate from the injuries received during the war.

Edward A. Weed, who has been one of the representatives on the New York Produce Exchange of the Nye-Jenks Grain Company for 14 years, has severed that connection and will now be a floor representative of the Grain Growers' Export Company of Winnipeg and New York. His many friends in the trade will be pleased to know that he has fully recovered from the effects of a serious automobile collision, which was described in the May issue. Fortunately, he is now as vigorous and energetic as ever, although at one time he was in such a precarious condition as to create great apprehension.

H. E. Beardsworth, for several years associated with Hans Simon, grain exporter on the New York Produce Exchange, has resigned his associate membership and has made application for a regular membership and in the future will act as representative for the Armour Grain Company.

The Board of Managers of the Produce Exchange has acted favorably on the following applications for membership: Carl E. Koch, of Power, Son & Co., grain exporters; James H. Genung, of the American Hominy Company; George P. Bakalas, grain and flour dealer; A. G. Van Waveren, of the N. V. Van Waverens Graanhandel, exporters.

Leopold Stern, connected with L. Dreyfus & Co., grain merchants is an applicant for membership in the Produce Exchange.

Henry Goldstein, formerly connected with Milmine, Bodman & Co., Inc., grain merchants, has been elected to membership in the Produce Exchange. He will assist Paul Vilmar as a representative of the Simonds-Shields-Lonsdale Grain Company, of Kansas City.

Emanuel F. Rosenbaum, vice-president of the J. Rosenbaum Grain Company, of Chicago, who is also a member of the Produce Exchange, visited friends on the floor early this month. When asked for his opinion regarding corn he seemed decidedly optimistic. In his judgment, the crop is almost perfectly matured, an exceedingly large percentage being ripe enough to escape frost damage. Consequently he looks for better grading than in ordinary seasons.

Members of the grain trade, not only on the Produce Exchange, but in various other markets, especially in New England, were interested to learn that Jesse A. Chase had formed a new grain commission house under the firm name of Jesse A. Chase & Co., Inc. One of the principal associates with Mr. Chase in this enterprise is Hugo V. Loewi, for many years prominent in the hops trade. Mr. Chase has been well-known for many years on 'Change, having been



associated years ago with his father, the late Theo. B. Chase, who was at one time proprietor of a grain elevator at the West Sixtieth St. terminal of the New York Central Railroad, and afterwards a member of the firm of Hollister, Chase & Co. Therefore Mr. Chase has had long and wide experience, especially in the distribution of grain in car-lots throughout this territory, and also in New England. In the recent past he was New York manager of the Merchants Grain Company, Inc., which connection is discontinued.

Much gratification was expressed, not only among members of the Produce Exchange, but among business men generally in New York and vicinity, when it was announced that the new Barge Canal terminal at Pier 6, East River, was to be formally opened on October 14. This is the first terminal on the new canal to be completed and fully equipped.

## MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

MILWAUKEE grain men have at last resumed work on their plans for a new building which were held back by the war. President Harry M. Stratton declares that the Building Committee is now studying the situation closely, plans being considered both for the financing of the structure and for the space required and the style of a building.

The present lease of the Chamber of Commerce Building holds until May 1, 1921, so that it is imperative for the grain men to get started early next spring on their building project if the structure is to be ready by the time the lease expires. It is estimated that more than a year would be required to erect the large office building which will be required to take care of all the grain interests of the city.

The Grain Corporation desires more room to store grain, especially the wheat that is piling up. Arrangements have been made to store part of this surplus of millions of bushels in Milwaukee elevators and about 2,000,000 bushels has been ordered placed in the elevators at Manitowoc. Wheat from Omaha will be stored in the Manitowoc elevators according to the present plans.

The latest crop reports for Wisconsin show an immense amount of rain in the past two weeks which has caused the germination of fall sown grains to progress most satisfactorily. Some fields of rye are up in the southern part of the state and the prospects are most promising. In some cases there have been too many showers to permit of the full amount of plowing scheduled and desired. Corn is practically all matured and cut and the crop bids fair to be most satisfactory. Husking of corn has been moving along much better than usual at this season of the year. The latest figures indicate a crop of 75,000,000 bushels, against 69,000,000 last year. It is believed in Wisconsin that the fine fall pasturage will help very materially to cut down the hay and forage which will be needed to winter livestock this season.

The October rate of interest has been determined by the Finance Committee of the Chamber of Commerce at 7 per cent. This is the rate which has been prevailing for some time.

A striking commentary on the growth of the grain business and the increasing desirability of a membership in the Milwaukee Chamber of Commerce, is the rise in prices of memberships recently. One recent sale of memberships was made at \$480 and the new rate on them is \$500 or higher. Only a few months ago, memberships sold as low as \$90 each. The number of memberships is being gradually reduced by their purchase and retirement by the Board of Directors.

Alderman Cornelius Corcoran of Milwaukee, president of the Common Council, is very enthusiastic about the new harbor which Milwaukee is planning and building. The harbor will be of special interest to the grain trade in the entire West, because of the great conveniences for shipping which will be established when the new harbor improvements are completed. Mr. Corcoran points out that the Milwaukee season for lake shipping is from four to five weeks longer than at the head of the lakes—at Duluth and Superior. He also states that while most cities have private dock ownership, Milwaukee has practically control of the entire water front for the city. One result of this, he says, will be that the city can borrow at 4 per cent, or a little over, while private dock owners have to earn 6 or 7 per cent or more on their investment, so that the city can lease the use of its docks far cheaper than cities which have private control of the water front.

"If Toronto could spend \$30,000,000 on her harbor, Milwaukee can also spend millions," says Mr. Cor-

coran, "and will get far more for the money than Toronto could possibly get because of her location."

All of these far-reaching plans, it is pointed out, will be of especial advantage for the grain trade of the city which is now one of the principal commodities shipped out of the Milwaukee harbor. The new harbor system, it is estimated, will make it several cents a ton cheaper to ship out of Milwaukee than by any other port on the Western lakes. The outer harbor will mean that ships can dock on the edge of the bay without coming up through crooked rivers and thereby losing considerable time.

The Chamber of Commerce has gone on record against the Kenyon Bill for the licensing of packers. The view of grain men is that Government control over packing plants is likely to be mischievous and harmful and that the public will not derive any advantage from the proposed licensing scheme.

Word has been passed out in Milwaukee by the Railroad Administration and other authorities that a serious car shortage is likely to hit the grain trade unless there is much heavier loading of grain and grain products. Prompt loading and unloading of cars is the injunction urged upon all shippers. Cars should be intensively loaded right up to the utmost limit of capacity. The figures given out on the grain trade show that wheat cars now average a load of three tons less than year, while grain and grain products, especially flour, are loaded about five tons less on the average than a year ago.

Milwaukee is to have the advantage of another boat line in the new Milwaukee, Chicago and Michigan City Company which will give the city access to the Central freight territory without passing through the congestion of the Chicago district. The president of the new line is Thomas E. Finn of Marinette, well-known vesselman. The treasurer and manager is August J. Sovig, Milwaukee. The new line of steamers will be controlled by leading Milwaukee business men and a large number of the well-known firms of the city are represented among the long list of stockholders. Vessels will be added to the route as fast as the traffic warrants.

The grain trade at Milwaukee is not running as heavy as a year ago although when the full grain movement is under way, it is expected that receipts will be much larger than a year ago. Receipts for the first week of October were 665 cars as compared with more than 1,000 cars for the previous week and more than 1,000 cars for the corresponding week a year ago. Receipts for the first week of October this year were made up of 144 cars of barley, 142 cars of corn, 167 cars of oats, 264 cars of wheat and 47 cars of rye. Materially larger receipts are looked for in the near future.

The rye market for a time displayed an easier undertone at Milwaukee because of the large crop just harvested and the low rate, of exchange. Low grades of rye have been dull and backward because of the large receipts of this class of goods. Choice Wisconsin rye now finds a very ready sale in the Milwaukee market with flour mills large and steady buyers.

Milwaukee grain men cite the following figures to show the cut in grain trade for last month, corn receipts dropping from 4,600 cars to 4,100 cars, oats receipts declining from 11,500 cars to 8,800 cars; wheat falling off from 43,000 cars to 21,000 cars, and other grain from 8,100 cars to 7,300 cars. Taking the entire Northwest grain movement there was a reduction from 68,000 to 41,000 cars. This slump in grain trade has also been reflected to some extent at the Milwaukee market.

Milwaukee breweries are running full blast making 2.75 per cent beer and the saloons of the city to the number of more than 1,000 are busy dispensing the amber fluid. This steady brewing of beer despite the dry wave over the country is doing much to create a good demand for Wisconsin barley this season.

Wisconsin is promised a large crop of clover seed with a harvest of 180,000 bushels as compared with 101,000 bushels last year. The crop almost doubled while the area was increased 39 per cent over the previous year. The condition of the crop was 89 per cent as compared with an average of 80 per cent a year ago. The Wisconsin crop of clover seed is not abnormal however, because the yield in 1917, two years ago, was more than 300,000 bushels, so that the yield of 1919 was scarcely two-thirds of that of former years, excluding 1918.

Wisconsin will not fare so well from the standpoint of the oats crop as last year with a final yield of 73,000,000 bushels as compared with 110,000,000 bushels a year ago which was a most extraordinary year for Badger grains.

The state is way down the scale this year in barley yield, due in part to a short crop and due also to the discouragement from killing the beer industry of the country by prohibition. The yield of Wisconsin barley for the year was only about 14,000,000 bushels as compared with 25,000,000 bushels last year and a five-

year average of 20,000,000 bushels. The crop is almost cut in half from the large yield a year ago. Still further cuts in acreage of barley are looked for next year with the brewing industry entirely out of commission by that time.

## DULUTH

S. J. SCHULTE - CORRESPONDENT

DULUTH grain dealers have experienced a slow time during the present season. An indication as to that is afforded in returns of the Board of Trade secretary's office showing that receipts at the elevators during the crop year beginning on August 1 up to October 8 last, were only 9,567,000 bushels all told, as compared with 30,451,000 bushels during the same period last year. Wheat receipts slumped fearfully, amounting to 4,457,000 bushels, against 27,172,000 bushels last year. The one bright spot was rye, in which receipts were 4,214,000 bushels against 1,639,000 bushels last year. The first lot of spring wheat was not shipped out from here by boat for the East until October 6. It amounted to just 25,000 bushels and was shipped from the Consolidated Elevator on account of S. H. Jones. Four lots aggregating 575,000 bushels of durum wheat were shipped out from the elevators for Buffalo delivery last week.

Duluth millers have up to the present been paying stiff premiums for any spring milling wheat of fair quality. No. 1 dark northern sold recently at as high as \$2.95, and up to \$2.65 was paid for No. 5 dark northern. Even with the grain movement as light as it is, commission men on this market have been experiencing difficulty in obtaining cars for loading at interior elevators, and for making shipments of feed grains from the elevators here over the territory. An operator asserted that he was compelled to wait more than a week to pick up 15 cars to fill a special order. There has been a moderate trickling of wheat from the Canadian Northwest to the elevators here during the last four weeks. The bulk of it has been brought down by the McCabe Bros. from points in Manitoba contiguous to the Great Northern Railroad. It is being admitted under special permit from the Grain Corporation as an emergency measure in view of the slow movement of the domestic wheat crop.

Duluth feed specialists are counting upon an active season in that line during the next few months, in view of the short yields over wide areas of western North Dakota and Montana. Good advance inquiry for both feeds and hay is already coming from the drouth stricken areas in those states, according to R. M. White of the White Grain Company. He assumes that substantial shipments will begin to that territory as soon as cold weather sets in and farmers are no longer able to pasture their cattle and sheep without supplemental feeding. He drew attention to the point that more than 165,000 sheep from Montana have been brought to northern Minnesota districts for feeding during the last two months, thus affording an additional outlet for feeds from this market. From information he has received, Mr. White has arrived at the conclusion that the great majority of the Western cattle and feed men who have taken up feeding grounds in this district will remain here in view of the satisfactory feeding facilities afforded them and the absence of drouths as shown in weather statistics going over a long period of years.

Norman M. Patterson, president of the Fort William Board of Trade, who has returned from a trip to England, asserted in a letter to a Duluth grain house that wheat from Australia can be landed at Liverpool at about the same price basis as that of Canada. He claimed that on account of the exchange conditions, Canadian wheat has an advantage of fully 25 cents a bushel over American wheat in exporting to Great Britain. He regards flour export trade from either Canada or the United States as a poor business proposition just now for the reason that the European countries are anxious to keep their mills running and to obtain the offal from the wheat.

Good Eastern milling inquiry for wheat has been reported during the last three weeks by operators on this market, but it has so far gone for nothing on account of inability to obtain stocks. The movement of spring wheat has just been sufficient to take care of the needs of local millers. Operators agree in the statement that the trade generally has been the duldest in their experience in a long term of years.

Hugh Eberle, a Swiss miller, residing about 15 miles from Constance, Switzerland, was a recent visitor on the Duluth market as the guest of B. Stockman, manager of the Duluth-Superior Milling Company. He expressed the hope that war restrictions on imports of foods and other commodities would soon be removed by the Swiss Government so that the mills



there might be in position to obtain some good American wheat for flour-making. He explained that the Swiss were compelled to grow their own cereals as far as possible during the war and that they labored under the disadvantage of the climate being too damp to raise good milling wheat.

The Minnesota State Grain Inspection Department announced inspection fees, effective October 1 as follows: Flax and corn \$1 per car or 1,000 bushels; inspections of all other grains 75 cents a car; weighing of all grain 75 cents per car or 1,000 bushels.

Grain interests here were interested in the setting of a record for carrying down the lakes last week by the Canadian steamer *Grant Morden*. She took down a load of 503,153 bushels of wheat from Fort William to Fort McNichol. The American record from this port was held by the *Snider, Jr.*, with a cargo shipped to Buffalo last year.

M. Sauter, who is in charge of the Equity Exchange operations at Superior is of the opinion that the total receipts of grain at the head of the lakes for the present season will not reach more than 25 per cent of last year's figures. He attributes the falling off to the high premiums being paid by Minneapolis millers for wheat and to the shortage of cars to handle the grain traffic when the movement from the country began early in September. His information is also to the effect that large quantities of grain are being held in store in country elevators, and that much of it will trickle to the lake terminals after the close of the navigation season. His interests now have 80 elevators over the country, as compared with 17 last year.

Operations in rye were on an extended scale on this market during the last month. Quotations in both spot and the futures covered a fairly wide range from day to day. On the net result, however, quotations are off fractionally with the spot price now standing at around \$1.41. With light boat shipments that grain has been steadily accumulating in the elevators, with the amount in store now standing at 3,250,000 bushels. The Cargill and Itasca Elevators have been monopolizing the cash buying of rye all along this season and their expectations are that their holdings will be largely taken for export before the close of the season. The same elevator interests have also been good buyers of barley. Its spot price has been advanced 6 to 10 cents during the last month.

The Consolidated Elevator Company is counting on having its new elevator addition ready to go into commission by the end of this month. It is of reinforced concrete construction and has a capacity of 1,250,000 bushels. The contract for its erection is being carried through by the Barnett & Record Company.

## KANSAS CITY

B. S. BROWN - CORRESPONDENT

DEMAND for carlots of corn at Kansas City has recently been dull, despite small receipts. The sentimental effect of a prospective large surplus in Texas kept many buyers out of the market, but when the corn failed to arrive there was no improvement in demand. Several cars of Texas corn arrived and generally were of excellent quality, but were diverted to other markets.

Eastern Kansas will plant much less wheat than last year, many counties reporting 50 per cent less, according to a recent state crop bulletin. In the northern and western third of the state the soil is in fine shape for plowing and seeding, and from 10 to 25 per cent is already sown and is beginning to come up.

G. B. R. Smith, miller and elevator operator of Sherman, Texas, said at the Board of Trade that the recent gulf storm had damaged a great deal of wheat in Texas that had been left in shock or stacked. The movement of kafir and corn has also been delayed by unfavorable weather and by the nearness of the cotton movement, which always takes precedence over all other farm commodities in the South.

A local firm recently has placed moderate quantities of rye with European neutrals through its New York office. Payment was made in the East without reference to foreign exchange rates. Numerous inquiries are received daily from foreign buyers, but actual business is limited owing to the difficulty of making payments.

During most of September there was an active demand for wheat at Kansas City and the market developed a strong tone, choice grades showing as much as 30 cents advance and premiums over the

guaranteed basis rising to 40 cents for dark hard varieties. Receipts were fairly liberal, but did not include much fancy grain, which was sought especially by mills in this territory. Until prices reached prohibitive levels elevators were good buyers of all grades, which they mixed and delivered to the Government, but these operations were greatly limited when the choice offerings got beyond the prices they could afford to pay. Prices for hard wheat at Kansas City present features that were never known before. Nos. 1, 2, 3 and 4 show a range of from 15 to 20 cents and the top prices for the different grades are within a few cents of each other. The quality of wheat shows about the same variation. Part of the congestion in railroad yards is attributed to the fact that holders are unable to place values on wheat and often hold it on track several days while waiting for an attractive bid. The range of prices for red wheat is narrow. A special ruling was recently made to allow shipments on official destination weights.

Plans for the reconstruction of the Murray Elevator, which was wrecked by a dust explosion on September 13, have not been announced yet, due to the fact that little headway has been made in clearing away wreckage and salvaging grain. By the middle of the month the full extent of the damage will have been determined and the Burlington Railroad, owner of the plant, will have begun repairs. The grain in the elevator is difficult of access, which, with a shortage of cars, has handicapped the operators in



THE MURRAY ELEVATOR AFTER THE EXPLOSION

removing wheat. On October 4 about 50 cars had been taken out and the bulk sold at auction at prices ranging generally from \$1.30 to \$1.35. The wheat graded sample as it contained bits of glass, concrete and dirt. It is thought that the worst damaged grain has already been removed and that the total loss as regards the contents of elevator will be small, unless the walls of the tanks were heated badly enough to cause deterioration later.

The last official report of the contents of the elevator showed 906,000 bushels and small amounts of coarse grains totaling 79,000 bushels. Of the wheat 261,000 bushels belonged to the Grain Corporation. The aggregate loss to the plant and contents, according to preliminary estimates, will probably reach \$500,000. Little was said about insurance by officials of the Federal Grain Company, operators, but it is understood that full coverage was carried, with the possible exception of liability in case of loss of life. In all 14 men have died as a result of the explosion and nearly as many more were more or less seriously injured.

As a result of newspaper outcry against the heavy loss of life, which apparently grew out of several more or less garbled accounts of a routine warning given the operators of the elevator shortly before the disaster by J. O. Reed, grain dust explosion and fire prevention inspector, to clean the plant up, there promised at one time to be a certain amount of scandal connected with the accident. A coroner's inquest was held in Liberty, Mo. After hearing testimony from workmen in the elevator, several Government officials and officers of the Federal Grain Company it was decided that the exact cause of the explosion was unknown and that no one could be held criminally responsible. Employees in the house stated that the elevator normally was kept in a good, clean condition and that a fortnightly cleaning was part of the regular routine. Other testimony brought out that

the basement, where the initial explosion took place, was unusually clean at the time of the wreck, though dust was still in the air, as a result of a recent cleaning.

The explosion occurred at two o'clock in the afternoon when the full day crew of 40 men were on duty. The bodies of four of the dead were removed immediately, six were completely covered with debris and four of the six who were seriously injured died later. The force of the explosion was terrific, throwing bodies of men a considerable distance, bursting heavy walls of reinforced concrete, steel and tile and imbedding pieces of wreckage deeply in the walls of heavy tanks. A number of men escaped from the building, which was soon in flames, to the tops of the 80-foot tanks, though some were burned seriously and with difficulty restrained themselves from jumping to the ground before firemen could rescue them. Firemen could do little to check the flames as the nearest water supply was a mile away. William Jackson, superintendent of the plant, has had charge of the Murray Elevator for many years and is known as a highly efficient elevator manager.

The belief that trading in wheat futures will start around the first of the year, with September probably the first month, does not have many followers at Kansas City, as it is reported to have in Chicago.

Total deliveries on September contracts at Kansas City were small, 225,000 bushels of oats and 55,000 bushels of corn.

Despite precautions taken by railroads and the Grain Corporation, there has been serious congestion of wheat at Kansas City for over a month. Elevators contain over 15,000,000 bushels of wheat at present and there are small prospects of a substantial reduction in the immediate future. The Government at one time planned to ship out 5,000,000 of the 8,000,000 bushels it owned here, but modified its plans after about 2,000,000 bushels had been moved, since it was impossible to get cars. Various regulations governing the inbound movement have been tried. Originally the blanket permit system was put into effect, which was abrogated when the first signs of relief were felt. This was followed by an absolute embargo, by a free movement and finally by a return to the blanket system, which at present promises to continue indefinitely. Railroads have been instructed not to bring in over 135 cars of wheat a day. Much of the congestion is blamed on the laxity of railroads in enforcing regulations. At no time has it been apparent that they were endeavoring to follow instructions issued by the local grain control committee. The situation has one anomalous feature. Despite the fact that congestion exists and strong efforts are being made to shut off wheat receipts, there is an acute shortage of cars, both at country shipping points and at Kansas City.

Julius Barnes, United States wheat director, spoke twice in Kansas City on September 26, in the afternoon before the International Farm Congress at the Hotel Baltimore and in the evening as guest of honor at a dinner given by the Board of Trade Grain Club. As remedies against high prices he advocated the exercise of the usual American good sense and more than the usual economy; disinterested service on the part of public officials; reclamation of 500,000 acres of arid and swamp lands; increased production; and co-operative farming and systematized marketing and buying. He said price fixing had never been desirable and that he did not favor it. Mr. Barnes expressed appreciation of the work done for the Government by D. F. Plazek, vice-president of the Food Administration Grain Corporation and manager of the Kansas City office.

E. D. Bigelow, secretary of the Board of Trade, recently spent a two weeks' vacation at Mackinac Island.

The 1,000,000-bushel addition to the Norris Elevator will not be ready for operation until November 1. Fred Hoose, manager, announced recently. This is about a month later than expected. Labor difficulties caused the delay.

D. F. Plazek, second vice-president of the Grain Corporation and agent at Kansas City, has had to issue numerous bulletins and warnings to the trade in this territory to observe license requirements. A large number of country dealers have been lax in applying for the new licenses and other firms have been careless in trading with unlicensed firms. One Kansas City firm, Huffine & Co., had its license taken away for one day. A rigid enforcement of all regulations has been promised by the Government officials.

Wheat receipts at Kansas City in September were nearly 50 per cent smaller than in August, but continued well above the average for this season of the year. Total arrivals were 10,180,350 bushels, compared with about 19,000,000 bushels in August and 6,895,000 bushels a year ago. The average September receipts are about 6,250,000 bushels. Receipts last month were the second largest for September. Corn



receipts were the smallest ever reported in September—357,500 bushels, compared with 391,250 bushels in August, also a low record, and 1,125,000 bushels a year ago. Oats receipts, 622,200 bushels, were about half as much as a month ago and 15 per cent as much as a year ago.

E. O. Moffat, president of the Moffat Grain Company, returned from an auto trip through Oklahoma and Texas recently, with strong bearish views on kaffir and milo. Both states will have an enormous surplus, he said, and shipments will be limited only by the number of cars available and the demand. Farmers in many cases have sold their entire crop in the field to feeders at big discounts, preferring this to the uncertainties of the market.

A. D. Wright, a pioneer grain dealer of Kansas City and for many years a member of the Board of Trade and president of the Twidale-Wright Grain Company, has retired from business and gone to Oregon for his health. His membership was transferred to August Stewart, who will be secretary-treasurer of the company.

## PHILADELPHIA

RALPH W. E. REID, CORRESPONDENT

**C**HARGES of discrimination on the part of Railroad Administration officials, are being made by Philadelphia grain and mill feed brokers, who declare that if a new ruling just issued at Washington is not rescinded immediately they will be forced out of business. Under the ruling, it is said, Philadelphia brokers will be forced to charge higher prices for grain and cattle feeds, and, in addition, there will be many times when mills operating in Pennsylvania, New Jersey and Delaware will be forced to close for lack of wheat and farmers will not be able to buy feeds at any price.

The whole difficulty, the brokers say, arises from the Washington ruling forbidding the Lehigh Valley Railroad from continuing its diversion privilege, by which brokers in Philadelphia have been enabled to do a large grain and mill feed business throughout the Eastern and New England States. Pennsylvania Railroad officials originated the diversion scheme many years ago. Since then other roads have granted the same privilege, but at the beginning of the war, when the Government took over all the railroads the privilege was discontinued by all lines except the Lehigh Valley.

Under the scheme it is possible for Philadelphia firms to get the same freight rates that are available to Western dealers by having consignments shipped to Altoona, Pa., and Sayre, Pa., great distributing points in this section, and later diverted to other points in the East at the through freight rate from the West. Dealers say it also permits moving the entire crops as soon as they are harvested in the West, thus preventing railroad tie-ups, due to winter freezes in the West and Northwest, from cutting off the supplies of grains and feeds needed in the East.

The Railroad Administration has issued orders preventing the Lehigh Valley Railroad from continuing its diversion privilege in its present form, and are forcing it to adopt the same rules that are effective on other roads since Government control went into effect. These rules, by making high charges for the diversion privilege and also holding the freight after arriving at the distributing point, which then must be moved forward at local rates instead of at the through rate, make it almost impossible for dealers in the East to compete with Western firms and, they say, will force them out of business if they are not rescinded.

In speaking of the new Lehigh Valley ruling, William B. Scattergood, of the Commercial Exchange firm of S. F. Scattergood & Co., says: "Flour mills and feed dealers in this section of the country generally do not have capacity to store great quantities of grain and feed because they know there is a constant stream coming from the West, and they can buy a car in transit any time they have need for it. But hereafter, if the present ruling stands, dealers when they need grain or feed will have to order it from the West, and the dealer there cannot ship until he gets the order. Then it may be 10 or even 50 days before the shipment is received. Suppose there is a big freeze in the winter and traffic is tied up, as it frequently is, and supplies of grain and feed are about exhausted in the East—what will happen? There is only one thing that can happen: Flour mills will have to shut down, country feed merchants can't get stocks, and farmers' cattle will have to go hungry.

"I know some dealers who are selling bran right now at \$1 a ton less than they can buy it for in the West, simply because they have a lot of it standing on the sidetracks at Altoona, and they have to sell to avoid paying railroad demurrage charges. The farmer gets the benefit, but by holding all the sup-

plies in the West it will be possible to create artificial conditions and charge higher prices by hoarding."

H. D. Irwin, second vice-president of the Grain Corporation, is notifying all mills and elevators in Zone 9 as follows: "Extreme care should be exercised to prevent grain dust explosions in grain elevators and mills by reason of the terrible catastrophe at Kansas City, Mo., with its appalling loss of life and property. The Department of Agriculture and the United States Grain Corporation have jointly been conducting an active campaign to cover the entire conservation of grain and flour storage. All that is necessary at this time is to point to this explosion, one of the most disastrous of its kind to occur in America. This awful calamity gives greater emphasis to the necessity for unusual care and attention to the conditions prevailing in all elevators and mills than any statement we could make. It is a duty we owe to the individuals identified with the operations of elevators, their families and the public, to make their work safe as possible and remove every hazard that attends it. Renew every precaution against grain dust explosion. Make the cleanliness of your plant your first business. After it is clean and in proper condition, see that it is kept so."

R. S. Merkel, district representative of the Pennsylvania Railroad Eastern Lines, has notified the members of the Commercial Exchange that the Pennsylvania Railroad embargo covering shipments for various points in Philadelphia is extended to cover all carload shipments of hay or straw consigned to all sections of Philadelphia, unless team, track or private siding delivery is specified in the bill of lading. In explanation of the embargo extension Mr. Merkel explains that the Pennsylvania Railroad had advised that shipments are coming into Philadelphia intended for various merchant warehouses, in violation of existing restrictions.

Members of the Commercial Exchange have voted to consolidate several wheat mixtures in order to alleviate the congested conditions prevailing at the Girard Point Elevators. This agreement was arrived at following an address made from the rostrum of the Exchange by H. D. Irwin, second vice-president of the Grain Corporation, who said that if something was not done to relieve the congestion by the Commercial Exchange members themselves the mixing privilege would be suspended altogether. On account of the great number of mixtures that were being made by the trade only 77 per cent of the storage capacity of the elevators was being used. By consolidating several mixtures it is believed by Mr. Irwin, that the storage capacity can be brought up to 92 per cent.

President Herault, of the Chamber of Commerce, Certe, France, has requested the Philadelphia Chamber of Commerce to advise him of grain dealers who may be interested in exporting wheat to France.

John J. McGuigan, Jr., formerly with L. F. Miller & Sons, grain dealers, has been appointed manager of the Philadelphia office of the Taylor & Bournique Company, taking the position made vacant by the resignation of F. N. Turnbull, who had been manager for the Taylor & Bournique Company for two years.

Bradford is Pennsylvania's champion hay producing county, according to a series of figures just issued by the Department of Agriculture. The total yield of the state is given at 4,430,000 tons of which Bradford, with 132,627 acres, raised 172,415 tons; Susquehanna County, with 107,566 acres, is second with 169,954 tons; Lancaster, with 106,176 acres, is third with 159,264 tons. The aggregate of the acreage devoted to hay is 3,167,700, 13 counties having more than a 100,000-ton yield.

The following committee is representing the Commercial Exchange at the Twenty-third Annual Convention of the Grain Dealers National Association at St. Louis: William M. Richardson, of Richardson Bros., chairman; James L. King; Samuel L. McKnight, of Robert McKnight & Sons; Frank M. Rosekrans, of the Rosekrans-Snyder Company, and Frank M. Turnbull.

George H. Bastian, 1937 Passayunk Avenue; Harlan Grain Company, Kentland, Ind.; Woodward & Co., grain and feed dealers, Twenty-third and Cherry Streets and the Oxford Grain & Hay Company, Oxford, Pa., have been posted for membership in the Commercial Exchange.

Stocks of flour in Philadelphia's public warehouses as of October 1, show an increase in comparison with September 2, according to the monthly report of the statistician of the Commercial Exchange. On October 1 there were 108,018 barrels of flour in the warehouses, an increase of 17,249 barrels, compared with September 2, when stocks totaled 90,869 barrels. On October 1, 1918, the flour stored was 167,817 barrels. Stocks of grain in the warehouses on October 1 were: 1,911,887 bushels wheat; 14,879 corn; 251,378 oats;

contrasted with 2,510,040 bushels wheat; 18,355 corn and 245,827 on September 2. Receipts of flour in Philadelphia during September totaled 447,955 barrels; wheat, 5,263,259 bushels, corn, 48,085; oats, 803,845; rye, 99,297, and barley, 31,087. Cars unloaded at the Port Richmond grain elevators during September were: Wheat, 1,520 cars; oats, 63; barley, 4. At the Twentieth Street elevators: Oats, 94 cars; corn, 8; barley, 2.

H. D. Irwin, second vice-president of the United States Grain Corporation, has advised the members of the Commercial Exchange that, effective immediately, all applications for railroad permits to cover wheat must state the wheat director's license number of shipper and also of consignee or applicant.

## LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

**T**HE demand for corn and oats has not been especially active at Louisville during the past month, there being some export demand for oats, but corn showing very little. Wheat is carrying a premium of 3 cents a bushel over the Government price. Hay is in very fair demand, and at fair prices for this season of the year. The hay and grain houses are managing to keep fairly busy, but are not rushed. Large elevators report that the primary markets are not as busy as usual.

The October crop report of the State Agricultural Department shows a corn crop of 77,000,000 bushels. Rains came late in September, but it was too late, as much corn was already harvested. The final on the wheat crop is given at 10,000,000 bushels. The potato crop is given at 4,165,000 bushels, and the sweet potato crop at 1,092,000 bushels. This report states that acreage planted to wheat is only 74 per cent while very little planting has been done, due to dry weather. About 11 per cent had been seeded on October 1, while the reduction in planned acreage is said to be 33 per cent. The preliminary rye acreage estimate is 89 per cent, which is about the same as last year. Condition of bluegrass is given at 69 per cent; clover, 68 per cent; orchard grass, 80 per cent; alfalfa, 75 per cent. Seeding has been generally backward.

Walter K. Vandegriff, traffic manager of the Louisville Board of Trade has been given a three months' furlough, in an effort to recover his health. Mr. Vandegriff recently suffered a breakdown brought on by hard work in connection with revising rates, and handling traffic matters.

Reports from western Kentucky are to the effect that the farmers are now cutting their fourth crop of alfalfa, which is of good quality, and weighing out well to the acre. Alfalfa has slowly but steadily become a leading crop in this state.

General reports are to the effect that farmers are reducing wheat acreage this year and putting it to grass to save time, labor, and short yields. There is a big demand for timothy seed. However, very little red clover is being planted as seed clover is wholesaling at \$50 a bushel.

Car shortage is being reported on every side, but so far the grain and milling concerns have had less trouble than had been expected and cars have been in better supply during late September and early October than in August and early September. However, 24-hour delays are not unusual. More trouble is being experienced at country loading points than elsewhere.

Announcement has been made to the effect that the recently incorporated Ferncliffe Feed & Grain Company, will convert the Ferncliffe Distillery into a molasses feed manufacturing plant. Edwin Schwab, E. Schwab and P. Meyer are named as the incorporators of the company.

The Springfield (Ohio) Traffic Association has requested the Louisville District Freight Traffic Committee for revision of rates on mill feed from Maysville, Ky., to Flemingsburg, to be the same as those applicable on flour.

The Indiana Elevator Company, Louisville, has filed amended articles changing its name to the Indiana Elevator & Feed Company.

The Thompson Milling Company, which operates the Thompson Elevators, Louisville, has been issued permits for improvements costing \$5,000, and including a new warehouse and electrical equipment.

Hay is in fair supply this year, but there is a shortage of clover, and clover prices are on a par with timothy, No. 1 grades being quoted at \$30 a ton



in car lots. Mixed hay is in fair supply at \$28 a ton. Straw is worth \$10 to \$12 a ton. It is reported that clover supplies are low, and will not last through the season.

## CINCINNATI

CLYDE LEVI CORRESPONDENT

ARRIVALS of wheat at Cincinnati are selling readily at firm prices. The demand for good heavy milling quality is showing more urgency, and higher than quoted prices are indicated under the scarcity. Smutty wheat is being discounted from 2 to 4 cents per bushel. Few arrivals of good quality have been offered and reported sales for the first week in October showed only six cars of No. 2 red (58 pounds) at \$2.26½. Most sales were of damp and smutty grain, with several cars weevilly, which were sold only after a price adjustment with shipper. During the latter part of September the market was not affected by the dullness and declines of other grades, in fact, displayed activity, and held a firmer tone under the smaller movement and urgent demand. Quality was not a factor, and offerings, which were largely of consigned grain, were eagerly competed for by elevator and milling interests. No. 2 of heavy weight was scarce, but a good percentage of the arrivals graded No. 3 and No. 4.

The numerous inquiries here for good ear corn of any description and the trade generally invites liberal shipments. Yellow is shown a preference, but any kind free from shucks, rotten or moldy ears will sell readily at firm values. The demand for shelled corn remains inactive and is confined entirely to immediate needs of a few buyers for mill supplies of top grade white and yellow. Prices for these rule fairly steady with a slight decline from the last week of September, but mixed is extremely dull and suffered declines of 5 cents per bushel, small receipts alone preventing greater losses.

During September the members of the Cincinnati Grain and Hay Exchange received 1,078 cars of hay, 248 cars more than during the same month last year and 529 cars more than during the previous month this year. At the close of business September 30, the total receipts of hay so far this year was within 281 cars of the total for the whole year of 1918. For the first part of October there was practically no buying of any kind and liberal concession in prices for light and heavy mixed, clover and alfalfa were necessary to create a demand. Choice timothy, however, was an exception. Shipping inquiries were almost entirely absent and the moderate receipts far exceeded the local consumptive requirements, leaving numerous cars on track unsold from day to day, and to some extent increasing the supply in terminals. Country loadings, however, are decreasing, and on present basis of values, shipping orders are expected to show some improvement. Holiday conditions, incident to the World Series baseball games here also caused some interference with trading and an indifference among usual buyers.

The oats market ruled steady until the close of the first week of the month, when higher options influenced the market 1½ to 2 cents above the prices for the week previous. The demand was only fairly active, with elevator and local retail feed interests absorbing the moderate receipts. Good whites of heavy weight continue to demand a premium. The market on mill feed is weak and inactive. Barley is quiet, rye steady.

At the first fall meeting and dinner, held September 18, by the Cincinnati Grain and Hay Exchange, at the Hotel Gibson, Secretary D. J. Schuh was directed to procure definite propositions for the publication of a daily market journal. When established, this journal is to be sent to all shippers from the Cincinnati market. It will contain daily market quotations from all exchanges and will be an organ of propaganda for the boosting of the Cincinnati exchange. A new constitution and by-laws were adopted, a feature being a provision for transferrable memberships. Heretofore memberships could not be sold. An appropriation was made for the flood sufferers of Corpus Christi, Texas, which has been sent to the Red Cross headquarters in that district.

The trading session of the Grain and Hay Exchange was adjourned October 1 at a very early hour to permit members to attend the opening game of the World's Series.

August Fenger, president; Thomas M. Dugan, secretary, and Robert N. Rasch, confidential agent of the former Berger Grain Company, appeared before United States District Judge Howard C. Hollister on September 18 and entered pleas of guilty to two indictments charging forgery of 12 bills of lading, and conspiracy, respectively. Fenger was fined \$4,000 and costs on

the first charge, and \$1,000 and costs on the conspiracy charge. Dugan and Rasch were fined \$400 each on one charge and \$100 each on the latter charge. The fines were paid a few days later.

The men were indicted in 1917 by the Federal Grand Jury on the charge of making and using fictitious bills of lading in obtaining loans to the amount of \$22,000 from the Second National Bank of this city. The bills were for shipments of grain purporting to be consigned from places in Indiana; being in due form, they were accepted by the bank as collateral for the loan.

Without going to trial the case was appealed to the United States Supreme Court, the defendants claiming the law was unconstitutional. Charles Evans Hughes, former candidate for the Presidency, became counsel for the defense and argued the case. The Court, in a decision recently given, sustained the law. There being no question as to the facts, Fenger, Rasch and Dugan notified District Attorney Stuart R. Bolin of their readiness to plead guilty.

On being arraigned before Judge Hollister, the mercy of the Court was invoked by their counsel, Sherman McPherson, who said they admitted their guilt, both as to the Pomerene Law indictment and the other indictment charging conspiracy in the same transaction. The circumstances showed, Mr. McPherson pleaded, that there was no intention to defraud or damage the bank and that as a matter of fact, the whole loan was repaid before the Government began investigation and prosecution.

Robert Montgomery, the oldest and active member in the grain and provision corner of the Chamber of Commerce, died October 9, at his home on Mt. Adams. He had been confined at home several weeks. He leaves a widow, three brothers and a sister.

The Ohio corn crop matured under practically ideal weather conditions, according to J. L. Cochran, in charge of the Ohio Crop Reporting Service and on October 1 found not only the great bulk of the crop in shock, but cribbing under way in many sections. The outlook is for 158,456,000 bushels, the second largest corn crop in the history of the state. The production of spring wheat is estimated at 480,000 bushels. The average yield of oats this season is 33.3 bushels, nearly three bushels less than the 10-year average. The forecast is for a production of 9,405,000 bushels.

## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for the month of September:

**BALTIMORE**—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Receipts		Exports	
1919	1918	1919	1918
Wheat, bus...	4,075,941	3,284,802	3,698,983
Corn, bus...	82,469	146,620	10,025
Oats, bus...	833,383	574,099	281,377
Barley, bus...	32,624	5,252	16,667
Rye, bus...	26,179	29,765	110,615
Hay, tons...	3,311	3,111	845
Flour, bbls...	301,402	125,616	73,212

**CHICAGO**—Reported by John R. Mauff, secretary of the Board of Trade:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	20,218,000	14,872,000	15,440,000
Corn, bus...	7,554,000	9,530,000	2,603,000
Oats, bus...	8,940,000	11,417,000	6,506,000
Barley, bus...	1,356,000	1,183,000	672,000
Rye, bus...	327,000	612,000	99,000
Timothy Seed, lbs.	13,191,000	3,198,000	6,301,000
Clover Seed, lbs.	1,539,000	192,000	271,000
Other Grass Seed, lbs.	2,751,000	890,000	1,297,000
Flax Seed, bus...	39,000	13,000	1,000
Broom Corn, lbs.	3,443,000	1,838,000	2,952,000
Hay, tons...	20,538	24,320	2,226
Flour, bbls...	1,074,000	919,000	652,000

**CINCINNATI**—Reported by D. J. Schuh, executive secretary of the Grain & Hay Exchange:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	133,750	430,000	452,575
Corn, bus...	235,430	235,911	126,500
Oats, bus...	321,600	526,400	123,200
Barley, bus...	70,000	.....	196,800
Rye, bus...	75,900	12,100	34,100
Feeds, all kinds, tons.	870	3,030	.....
Ear Corn, bus.	7,000	18,200	.....
Hay, tons...	11,858	9,130	.....

**CLEVELAND**—Reported by F. H. Baer, traffic commissioner of the Chamber of Commerce:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	239,959	473,125	39,689
Corn, bus...	62,803	134,695	10,468
Oats, bus...	61,732	125,417	38,063
Barley, bus...	1,250	9,273	.....
Rye, bus...	1,261	5,077	.....
Hay, tons...	3,966	3,089	33

**DULUTH**—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	2,394,849	19,435,706	287,963
Corn, bus...	.....	15,863	1,558
Oats, bus...	81,158	556,115	20,167
Barley, bus...	367,930	305,607	95,655
Rye, bus...	2,767,237	861,275	1,219,000
Flax Seed, bus...	194,173	154,236	50,460
Flour, bbls...	94,310	81,880	675,560
Prod. bbls...	.....	.....	951,300
Receipts	753,110	816,500	.....

**INDIANAPOLIS**—Reported by Wm. H. Howard, secretary of the Board of Trade:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	772,500	416,250	537,500
Corn, bus...	1,143,750	1,938,750	883,750
Oats, bus...	1,299,600	1,567,800	918,000
Barley, bus...	20,000	.....	.....
Rye, bus...	53,750	66,250	50,000

**MILWAUKEE**—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	2,355,320	3,429,400	59,860
Corn, bus...	1,551,950	628,460	606,913
Oats, bus...	3,194,550	3,774,400	1,905,050
Barley, bus...	1,299,390	881,280	366,722
Rye, bus...	354,350	191,925	10,300
Flour, bbls...	95,180	55,025	108,930

**MINNEAPOLIS**—Reported by J. P. Larawa, statistician of the Chamber of Commerce:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	15,661,170	18,712,640	3,479,370
Corn, bus...	277,650	1,098,830	215,410
Oats, bus...	2,465,110	5,764,430	1,868,320
Barley, bus...	1,754,690	4,509,710	1,463,900
Rye, bus...	1,203,330	2,395,570	645,060
Flax Seed, bus...	753,300	535,500	105,600
Hay, tons...	2,352	1,755	209
Flour, bbls...	62,749	63,879	1,949,860

**NEW ORLEANS**—Reported by Geo. S. Colby, chief grain inspector and weighmaster of the Board of Trade, Ltd.:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	.....	1,499,053	1,170,870
Corn, bus...	.....	70,410	57,186
Oats, bus...	.....	573,365	398,785
Barley, bus...	.....	2,196,316	5,456

**NEW YORK CITY**—Reported by H. Heinzer, statistician of the Produce Exchange:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	8,477,400	5,398,606	.....
Corn, bus...	11,200	23,164	.....
Oats, bus...	2,254,400	1,969,780	.....
Barley, bus...	491,375	654,637	.....
Rye, bus...	136,250	.....	.....
Hay, bales...	18,038	7,334	.....
Flour, bbls...	778,946	382,694	.....

**OMAHA**—Reported by F. P. Manchester, secretary of the Grain Exchange:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	4,521,600	2,772,000	3,081,600
Corn, bus...	893,200	2,546,400	1,028,200
Oats, bus...	1,186,000	3,060,000	856,000
Barley, bus...	72,000	502,200	66,600
Rye, bus...	104,500	44,000	171,600

**PEORIA**—Reported by John R. Loft, secretary of the Board of Trade:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	561,800	390,400	768,250
Corn, bus...	1,354,550	3,570,800	1,281,900
Oats, bus...	680,400	760,600	894,600
Barley, bus...	132,600	149,900	71,400
Rye, bus...	4,800	15,600	6,000
Mill Feed, tons	7,100	5,440	14,010
Seeds, lbs.	270,000	180,000	690,000
Broom Corn, lbs.	.....	15,000	30,000
Hay, tons...	5,190	4,560	340
Flour, bbls...	338,500	299,800	346,600

**PHILADELPHIA**—Reported by S. S. Daniels, statistician of the Commercial Exchange:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	5,253,259	3,284,174	5,352,892
Corn, bus...	48,085	20,442	9,352
Oats, bus...	803,845	785,028	338,595
Barley, bus...	31,078	5,000	62,971
Rye, bus...	99,297	139,354	80,142
Flour, bbls...	447,955	131,648	117,525

**PORTLAND, MAINE**—Reported by Geo. F. Feeney, traffic manager of the Chamber of Commerce [all export grain]:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	174,666	220,940	130,000
Oats, bus...	231,241	290,900	145,375
Rye, bus...	.....	.....	40,450

**ST. LOUIS**—Reported by Eugene Smith, secretary of the Merchants' Exchange:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	7,572,911	5,744,215	6,267,050
Corn, bus...	1,162,317	1,483,851	432,320
Oats, bus...	2,695,000	2,375,045	1,563,390
Barley, bus...	131,200	64,000	38,390
Rye, bus...	79,537	56,100	27,520
Hay, tons...	23,550	19,602	5,940
Flour, bbls...	584,870	240,130	663,450

**SAN FRANCISCO**—Reported by W. B. Downes, statistician of the Chamber of Commerce:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, ctl...	78,395	.....	.....
Corn, ctl...	17,698	.....	.....
Oats, ctl...	14,612	.....	.....
Barley, ctl...	354,297	169,953	.....
Rye, ctl...	1,100	.....	.....
Hay, tons...	12,173	9	.....
Flour, bbls...	274,288	213,886	.....

**TOLEDO**—Reported by Archibald Gassaway, secretary of the Produce Exchange:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	1,966,600	6,000	317,204
Corn, bus...	67,600	204,300	46,950
Oats, bus...	868,950	1,048,450	239,377
Barley, bus...	7,200	8,000	32,100
Rye, bus...	250,800	42,000	102,860
Timothy Seed, bags	7,308	7,560	4,341
Clover Seed, bags	528	641	420
Alsike, bags...	409	638	1,154

ARGENTINA already has a surplus of 200,000,000 bushels or more of corn and her new crop will soon be available, with producers there as well as the bankers who have advanced money making every effort to market at least part of it. The old corn held in that country is offered freely and the situation is more favorable for loading shipping to both the United States and the United Kingdom.





## INDIANA

The Co-operative Association of Montgomery, Ind., has purchased and will operate the grain elevator located at Ray, Ind.

J. E. M. Purcell has retired from the Carlisle Grain Company of Carlisle, Ind., having sold his interest to his partner, J. C. Fairhurst.

A site on the Big Four Railroad at North Vernon, Ind., has been purchased by Wm. J. Hare. He will organize a company and build and operate an elevator there.

Incorporation papers were filed by the following under the name of the Farmers Elevator Company at Earl Park, Ind.: Frank E. Hardebeck, S. N. Geary, Edw. J. Funk and Geo. Benner.

The Farmers Elevator Company of Kirkpatrick, Ind., has let the contract for the construction of another elevator on the site of the two others which have burned. The Reliance Construction Company was awarded the contract for the building.

## THE DAKOTAS

Repairs have been made to the Equity Elevator at Blanchard, N. D.

Farmers around St. Joseph, N. D., are erecting a new grain elevator there.

Albert Thompson has purchased the Sharon Company's elevator located at Michigan, N. D.

Geo. Norman has rented and will conduct the grain elevator located at Palermo, N. D.

The interests of T. Hettrich in the Regent (N. D.) Grain Company has been sold by him.

The elevator plant of the Farmers Elevator Company at Landa, N. D., is being remodeled by the firm.

A farmers elevator is to be erected at Renner, S. D. Plans call for a \$12,000 elevator and office building.

G. Earnest Wickens has organized a company at Avon, S. D., which will build and operate a grain elevator there.

The Occident Elevator Company has opened its elevator at Tolley, N. D., for business with H. M. Christen as manager.

The new elevator of the farmers located at Kimball, S. D., has been completed. It has a capacity of 45,000 bushels and cost \$15,000.

The elevator of the Winter-Truesdall-Ames Company at Watford City, N. D., has been opened with Chas. G. Johnson of Dore, N. D., as manager.

Extensive improvements are now being made to the International Elevator at Sharon, N. D. The elevator was formerly known as the Crangle Elevator.

The Houck Elevator at Summit, S. D., has been purchased by Geo. Stoddard and Frank Heathcote. They will organize a farmers stock company to conduct it.

Martin Christensen, H. E. Monk, N. Nilson have filed incorporation papers at Viborg, S. D., as the Farmers Elevator Company. It is capitalized at \$25,000.

E. H. Symens of Corsica has purchased the elevator and grain and coal business of A. B. Gillette at Dell Rapids, S. D. Possession is to be given next April.

Ole Belden has opened his elevator at Groton, S. D., which has been closed for 10 years, and has built new coal sheds. He will conduct a grain and coal business.

With the renewal of the movement of grain the Presho, S. D., elevator of the King Elevator Company was re-opened. C. Youngbluth will be agent at the plant this season.

The Independent Grain Company of Hague, N. D., succeeds the Buecker Bros. The Independent firm is capitalized at \$10,000. Jos. C. Buecker and Peter Huhn are interested.

The elevator company conducted at Lemert (Carlington p. o.), N. D., by the farmers of that territory has been reorganized. About \$15,000 has been subscribed to the new company.

A co-operative elevator company has been formed at Chancellor, S. D., by the farmers of that vicinity. The company, it is said, will purchase and conduct a grain elevator located at Chancellor.

A company composed of F. C. Reibe, E. C. Steinhfield and B. Lander has purchased the elevators of the A. D. M. Grain Company located at

Ryder and Wabek, N. D. The elevator at Ryder is to be conducted under the firm name of the Ryder Grain Company with C. Inches as manager. That at Wabek will be under the management of A. P. Matson.

The Farmers Co-operative Milling Company has negotiations under way for the purchase of the elevator at Fredonia, N. D., owned by Wm. Prutz. The company also owns elevators located at Wishek and Lehr.

The following South Dakota elevators have equipped their plants with "Trapp" Auto Truck Dumps: Beresford Grain Company; Farmers Union Co-operative Company, Yankton (Combination Truck and Wagon Dump); P. L. Whalen, Scotland and Rosebud Grain Company, Winner.

## CANADA

E. D. Port, a grain merchant of St. Thomas, Ont., has sold out his business to R. R. Connor.

The Burnett Elevator at Vancouver, B. C., has been purchased by the United Grain Growers, Ltd. The North West Grain Company, Ltd., of Edmonton, Alta., has been incorporated, capitalized at \$50,000.

The Portage Milling Company has built a \$50,000 elevator on the Seine River near Winnipeg. The plant was ready for operation around the first of October.

The Loganton Grain Company, Ltd., of Saskatoon, Sask., has been incorporated and registered under the Saskatchewan Companies Act, with a capital stock of \$10,000.

## EASTERN

At Long Branch, N. J., H. B. Sherman & Son have incorporated to conduct a grain and feed business. Its capital stock is \$50,000.

L. M. Bricker of Lemoyne has incorporated the Dillsburg Grain & Milling Company of Dillsburg, Pa. The company is capitalized at \$75,000.

Jos. Bryant is president of the Virginia Products Company of Boston, Mass., which is capitalized at \$10,000. The firm will handle grain, flour, cereals, etc.

Two large storage tanks are to be built at Washington, Pa., for the Washington Milling Company. The tanks will have a combined capacity of 16,000 bushels.

The Yantic Grain & Products Company has been incorporated at Norwich, Conn., capitalized at \$20,000. A. Handleman, J. Polsky and Daniel Polsky are interested.

Josiah C. Nye is president and treasurer of the J. H. Nye Company of Brocton, Mass. The company will deal in grain, hay, feed and flour and is capitalized at \$50,000.

Mike Shumka, John Galey and H. Drozek have incorporated the New England Wholesale Company at Webster, Mass., and will conduct a wholesale and retail grain and flour business.

The Connecticut Grain Corporation has been incorporated at New London, Conn., capitalized at \$50,000. M. N. Abrams, E. Spitz, F. I. Fabricant and S. Rosenthal are interested.

H. W. Schultheis, M. Y. Bullock and Robt. C. McKee have incorporated the Garman Supply Company of Reisterstown, Md., capitalized at \$50,000. The company will handle grain, feed, coal and lumber.

J. B. Hall, Jr., Jas. Piper, J. F. Carey have incorporated as Davis & Gilchrist at Baltimore, Md., to conduct a storage, warehousing and forwarding business in grain, feed and flour. The company is capitalized at \$20,000.

W. S. Woodward & Co., grain dealers and corn millers of Philadelphia, Pa., have sold their business to W. G. Morse and Richard Haughton. They will conduct the Philadelphia business and also five other branches in various parts of the city under the name of Woodward & Co.

A modern concrete elevator of fireproof construction is to be constructed at Pittsburgh, Pa., for the Central Elevator Company, replacing the one which burned down on September 8 with a loss of about \$400,000. The new structure will have a storage capacity of about 400,000 bushels or about two times that of the old plant. The Burrell Engineering & Construction Company of Chicago was awarded the contract. The plant will be equipped

with the latest machinery, including dryers, cleaners, and shellers and all machinery will be operated by large motor of 200 horsepower.

The Evans Elevator at Buffalo, N. Y., has been leased by the Eastern Grain, Mill & Elevator Corporation. Edwin T. Douglass will manage it in connection with the Concrete and Central Elevators owned by the above mentioned company. The elevator has a capacity of 400,000 bushels and was managed by Geo. E. Pierce until his late financial troubles caused him to give it up.

## SOUTHERN AND SOUTHWESTERN

The Harvest Queen Mills of Plainview, Texas, have plans for a new elevator at Ralls, Texas.

A 10,000-bushel elevator is to be erected at Ardmore, Okla., for the Ardmore Grain & Feed Company.

The Anderson Grain Company is now located in its new building at Katy Station, near Pittsburg, Texas.

W. Fitzgerald has sold the Poteau (Okla.) Mill & Elevator Company to his brother, J. I. Fitzgerald, of Paris, Ark.

A modern grain elevator is to be constructed immediately at Dublin, Ga., by the Farmers Co-operative Association.

Virgil Kolb and Luther King have purchased the business of the S. J. Mays Grain Company at Clarksville, Ark.

The Indiana Elevator Company of Louisville, Ky., has changed its name to the Indiana Elevator & Feed Company.

A large brick building for storing grain and seed is to be erected at Mt. Sterling, Ky., for the Monarch Milling Company.

The capital stock of the Farmers Grain & Supply Company at Lambert, Okla., has been increased from \$10,000 to \$25,000.

Edwin F. Lucas has filed incorporation papers for the Columbia Elevator Company of Columbia, S. C., capitalized at \$25,000.

A branch house is to be opened at Orange, Texas, for the Waldman-Ross Grain Company of Houston, Texas. Monroe Colburn will be manager.

The Sherman Grain & Cotton Exchange has been organized at Sherman, Texas, by H. G. Stinnett, Jr., G. B. R. Smith and H. G. Chapman, Jr.

The Joe Daniel Mill & Elevator Company of Little Rock, Ark., is building a \$75,000 elevator. It also building a large warehouse adjoining the elevator.

The Officer-Smith Grain Company of Ft. Worth, Texas, had its license revoked by the Food Administration because of violations of the Food Control Act.

A modern two-story warehouse costing \$50,000 is to be erected at Chattanooga, Tenn., for Chas. Hood of F. A. Hood Company, grain and feed dealers.

The T. G. Guy Grain Company has been incorporated at Trail, Okla. The firm is capitalized at \$5,000. T. D. Guy, Matthew Jones and M. J. Jones are interested.

A warehouse addition is being built to the Bradfish Elevator at Weatherford, Texas. The building will be 60x90 feet, one story high and of fireproof construction.

To conduct a grain and milling business, the Corbel Sons Company has been incorporated at Spencer, N. C. The company will conduct a grain and milling business.

Capitalized at \$10,000, a co-operative farmers company is being organized at Abernathy, Texas, to conduct a grain elevator next year. A warehouse will be built this year.

The Mississippi Elevator Company of Memphis, Tenn., has erected two large concrete tanks of 35,000 bushels' capacity. This gives it bulk capacity of 70,000 bushels. The company will enter the mixed feed business in addition to handling grain and hay.

The warehouses of the Frazier Grain Company at 268-270 Marietta Street, Atlanta, Ga., have been secured by the Walrop-Estes Grain Company and have been opened by the latter for business. The Walrop-Estes firm will handle grain of all kinds, feed and flour.

The license of the H. H. Watson Company at Long View, Texas, has been revoked by the United States Food Administration to be effective until



further notice. The company's license was revoked because of its failure to comply with the rules and regulations of the Food Control Act.

Incorporation papers have been filed at Medford, Okla., as the Medford Mill & Elevator Company capitalized at \$50,000. Howard Custard, E. V. Croxton and Raymond Karl are interested.

A fireproof concrete elevator costing \$400,000 and having capacity of 500,000 bushels is to be erected at Richmond, Va., for a reorganized company in which W. F. Richardson, Jr., is interested.

A warehouse 100x100 feet to be used for storing grain, hay and flour has been constructed at Ranger, Texas, for the Heid Bros. of El Paso, Texas. Chas. Heid and S. Kelley will manage the business.

The Venus Mill & Elevator Company has been incorporated at Venus, Texas, with W. E. Tolleson, president; W. A. Shirley, vice-president; G. B. Russell, secretary and G. C. Baston, treasurer.

## ILLINOIS

Half interest in the elevator at Bourbon, Ill., has been purchased by Rollie Poe. He will operate it.

The grain elevator at Hartsburg, Ill., formerly owned by Chas. Miller has been purchased by E. C. Bowles.

Capitalized at \$50,000, the Rushville (Ill.) Farmers Grain & Livestock Company has been incorporated.

The elevator of Rudiger & Meisenheimer at Walnut, Ill., has been purchased by W. C. Brokaw of Princeton.

The capital stock of the Glasford Banner Farmers Elevator, Glasford, Ill., has been increased from \$25,000 to \$37,500.

A concrete storage house is to be built at Chicago, Ill., for T. W. Keelin. The MacDonald Engineering Company has the contract.

The Duncan Grain Company has been incorporated at Palmyra, Ill., capitalized at \$10,000. F. L. Chiles, J. A. Smith and L. F. Nifong are interested.

The Astoria Grain Company of Astoria, Ill., has improved its elevator by the erection of another room. This will be used for grinding purposes.

Victor Dewein has sold his elevator at Heman (mail Warrensburg), Ill., to the Heman Farmers Co-operative Company for \$25,000. Possession was given October 9.

J. H. Gorman, R. H. McAllister, Alfred Dunn and C. M. Davis have incorporated at Muncie, Ill., as the Farmers' Co-operative Elevator Company. The capital stock of the firm is \$20,000.

Incorporation papers have been filed at Oakwood, Ill., as the Oakwood Farmers Co-operative Elevator Company, capitalized at \$20,000. F. Roch, D. Seymour and J. W. Johnson are interested.

The Farmers Elevator Company of Augusta, Ill., has made arrangements to incorporate under the name of the Farmers Co-operative Company and is capitalized at \$40,000. The company will handle grain, coal and fertilizers.

The property of the Tuscola Grain Company, Tuscola, Ill., is being improved. New dumps are being installed and the approaches regraded. The company has also put in a feed warehouse and will handle all kinds of mill feed.

Herbert H. Corman has severed his connections with the grain business at Decatur, Ill., and will have charge of the sales in the seven plants of the American Hominy Company of Indianapolis, Ind. Mr. Corman has been in the grain business for 23 years.

Construction work will be completed about November 15 on the new 650,000-bushel elevator of the Conover-McKinley Elevator at Peoria, Ill. It will have a daily handling capacity of 160 cars in and out and will be equipped with cleaner and G. E. motors. The Burrell Engineering Company had the contract.

A bean and feed elevator and warehouse is under course of construction in Chicago, Ill., by the Kimball-Martindale Company. The plant will be equipped with grain and bean drier and washer and all modern machinery for handling beans, peas and other grains. Offices have been opened in the Hearst Building, Chicago.

The J. B. Tabor Elevators at Sullivan and Bruce, Ill., have been purchased by Harold Tabor and Harvey Ledbetter. Wilbur Rose and Bernie McDavid of Windsor have taken over the Tabor Elevator at Allensville. The total transaction amounted to \$62,000. Chester Ledbetter will remain as manager of the Bruce Elevator and Tabor and Ledbetter will have offices at Sullivan.

The S. C. Bartlett Company, Inc., interests in the grain business and elevators have been purchased by E. V. Maltby, Jas. A. Waring, Samuel Thomas and C. S. Cochran, who until recently have been interested in T. A. Grier & Co., of Peoria, Ill. The Bartlett company has elevator holdings at Akron, Radnor, Buda, Langley, Hahnman, Nelson, Fairbury and Lodemia, Ill. T. A. Grier will continue the business of T. A. Grier & Co. E. V. Maltby

is president of the S. C. Bartlett Company; J. A. Waring, vice-president and general manager; C. S. Cochran, secretary, and Samuel Thomas, treasurer.

## WESTERN

A concrete warehouse is being put up at Pasco, Wash., for the Western Grain & Seed Company.

Operations have been discontinued in the elevator of the Eastern Montana Elevator at Terry, Mont.

A 50,000-bushel elevator has been built at Riverton, Wyo., for the Oakdale Grain Company.

A buying office for the Glove Grain & Milling Company for southern Utah has been opened at Nephi.

The Springfield Mill & Grain Company of Springfield, Ore., has been incorporated, capitalized at \$30,000.

The Dixon Flour Mills Company of Baggs, Wyo., has increased its capital stock and will build a 25,000-bushel elevator.

An addition is to be built to the Manning Elevator Company's house at Slater, Wyo. They will equip it with a large cleaner.

A 20,000-bushel elevator costing \$20,000 is to be erected at Sedgwick, Colo., for the Farmers Co-operative Elevator Company.

A branch office has been opened at Denver, Colo., for the Warwick Grain Company of Hutchinson, Kan. W. L. Brown will be manager.

The Plains Grain & Product Company, of Hugo, Colo., has made plans for improvements. A storage house 20x60 feet is being erected.

The entire line of the elevators of the Western Lumber & Grain Company in Montana has been purchased by the Montana Elevator Company.

For the purpose of buying and selling all kinds of grain, the Morrison Grain Company has been organized at Walla Walla, Wash. H. E. Morrison is president.

The T. D. Phelps Grain Company of Denver, Colo., has taken over the elevator of J. G. Barnhill at Simla, Colo. Frank S. Staples will handle the company's business.

John Nelson, H. W. Zimmerman, D. W. Deegan and B. Barkoff have incorporated at Benchland, Mont., as the Benchland Grain Company. The firm is capitalized at \$50,000.

A grain elevator of 500,000 bushels' capacity and mill of 1,000 barrels' capacity is to be built at Oakland, Calif., for the Western Milling Company which was recently incorporated.

The elevator and equipment of the Trinidad Bean & Elevator Company at Rockyford, Colo., has been purchased by B. A. Blotz and A. A. Hennamen. The company will operate as the Blotz-Hennamen Seed Company and will conduct a general wholesale and seed business.

The Eastlake (Colo.) Elevator Company, of which Ed. Tadlock is manager, has started work on the construction of a new 20,000-bushel elevator. The firm has installed a Richardson Simplex Cleaner and Richardson Automatic Scales. Officers of the firm are: President, J. Bruce Smith; secretary and treasurer, John H. Farmers.

B. M. and Ella F. Holt and A. B. Cornell have incorporated the Interstate Warehouse Company at Caldwell, Idaho, capitalized at \$100,000. The company will erect a grain elevator of 60,000 bushels capacity at Caldwell and warehouses at Parma and Homedale and establish branches at Salt Lake City, Utah; Twin Falls, Idaho, and Portland, Ore. B. M. Holt is president of the B. M. Holt Seed Company of Caldwell.

## OHIO AND MICHIGAN

L. C. Titus has purchased the elevator of R. G. Calvert at Selma, Ohio.

A grain elevator and warehouse is to be constructed at Owosso, Mich., by the Young-Randolph Company.

The New Haven Elevator Company has purchased the Marine City Elevator located at Marine City, Mich.

The Swanders Co-operative Elevator Company has been formed to build a new grain elevator at Swanders, Ohio.

The capital stock of the Farmers Grain & Feed Company at St. Paris, Ohio, has been increased from \$10,000 to \$25,000.

The Cleveland Grains Drying Company has purchased the business of the Faber Elevator Company of Cleveland, Ohio.

The Raabe Bros. of Ft. Jennings, Ohio, will erect a grain elevator at Ottawa, Ohio; construction work already started.

The grain elevator at Marshall, Mich., formerly operated by James C. Beckwith has been purchased by Frank E. Nowlin.

The Farmers Exchange purchased for \$30,000, the property of the Farmers Grain & Milling Company at Sidney, Ohio. J. M. Pence is manager;

A. L. Middleton, president; P. O. Stockstill, vice-president; Chas. Windle, secretary and Grant Russell, treasurer of the firm.

The C. H. Clark Grain Company of Mount Sterling and Cooks, Ohio, will build a 15,000-bushel elevator before March 1.

The charter of the Vassar (Mich.) Farmers Elevator Company has been amended increasing the capital stock from \$30,000 to \$100,000.

Farmers have incorporated at Grass Lake, Mich., as the Farmers Elevator Company. The company will conduct a grain elevator in Jackson County.

The Farmers Equity Union of Bucyrus, Ohio, is perfecting its organization after which it will either build or purchase a grain elevator and operate same on a co-operative basis.

O. C. Robinson, M. Shane, Peter P. Smith, D. B. Spitler and Samuel A. Jones have filed incorporation papers at Hoytville, Ohio, as the Eagle Grain Company. The firm is capitalized at \$15,000.

Capitalized at \$40,000, the Sharon Center Co-operative Elevator Company was recently incorporated at Sharon Center, Ohio. H. L. Chatfield, C. T. Coply, H. M. Woodward and F. H. Webster are interested.

The Farmers Mill & Elevator Company of Fayette, Ohio, has just started work on a 25,000-bushel storage elevator for the mill. It will be built on the Polk System by the Polk-Genung-Polk Company of Chicago.

The Walhonding Farmers Grain Company has been incorporated at Walhonding, Ohio, capitalized at \$30,000. The incorporators are: C. B. Ogle, William Lopp, E. O. Rodelhaver, Jos. S. McVery and T. J. Clark.

New machinery is being installed in the elevator at Owosso, Mich., owned by the Isbell Bean Company. The company purchased the elevator about a year ago from Fred Welch. The improvements will cost \$10,000.

Articles of incorporation have been filed at Lemoyne, Ohio, for the Lemoyne Farmers Elevator Company. The company is capitalized at \$30,000. E. C. Baker, J. L. Herman, J. W. Turry and J. F. Ricker are interested.

E. T. Cusenbolder and S. M. Harry of Sidney, Ohio, have bought the interest of W. J. Jackson and John Wagoner in the Sidney Grain Company at Sidney, Ohio. Harry Cusenbolder will manage the elevator included in the sale.

J. G. Walker is continuing the business at Cincinnati, Ohio, formerly conducted by the partnership of Schmidt & Walker which was recently dissolved. He has completed a new 25,000-bushel grain and storage warehouse and will increase capacity at an early date.

The contract has been awarded by the Farmers Co-operative Company of Defiance, Ohio, for the construction of six concrete, fireproof tanks at Defiance on the site of the firm's old wooden mill, which is now being torn down. The elevator will have capacity of 40,000 bushels.

## MISSOURI, KANSAS AND NEBRASKA

A. Texley has purchased F. A. Wallin's grain business at Carroll, Neb.

The elevator at Houstonia, Mo., has been purchased by Harlan & Rice.

B. Y. Reins is succeeded in the elevator business at Tilden, Neb., by Fred Shively.

Capitalized at \$10,000, the Athol Elevator Company has been incorporated at Athol, Kan.

A. J. Stinson of Kanona, Kan., has purchased the Central Granaries Elevator at Norton, Kan.

The old Bailey Grain Elevator site at Hutchinson, Kan., has been purchased by Geo. Gano.

The Easton Elevator Company has been incorporated at Easton, Mo., capitalized at \$10,000.

A new 1,600-bushel elevator is being built at Garland, Kan., for Wm. Timmis of Medicine Lodge.

A 1,000,000-bushel elevator may be erected at St. Louis, Mo., for the Bowersox Milling Company.

Capitalized at \$15,000 the Farmers Co-operative Elevator Company has been organized at Gilliam, Mo.

A 35,000-bushel elevator has been completed at Beatrice, Neb., for the Farmers Co-operative Company.

A new elevator of concrete construction is being erected at Ellis, Kan., for the Wheatland Elevator Company.

A large addition, 50x50 feet, is to be built to the plant of the Vickers Grain & Seed Company at Liberal, Kan.

The C. R. Long Grain Company will repair its elevator at Elk City, Kan. An electric light plant has been installed.

Eight concrete storage tanks of 235,000 bushels' capacity are being erected for the Reno Flour Mills Company of Hutchinson, Kan. This will bring the capacity of the mill to 500,000 bushels. Another



## MINNESOTA AND WISCONSIN

A modern elevator is being erected at Kensington, Minn., for the Farmers Elevator Company.

The Equity Elevator Company has purchased the Northwestern Elevator at Ada, Minn.

The Equity Elevator Company of Flaming, Minn., has purchased the Cargill Elevator.

The Great Western Grain Company has purchased the property of the H. & K. Coal Company at Fertile, Minn.

A garage at Crivitz, Wis., has been purchased by P. Witt who will remodel it into a grain warehouse.

The Farmers Elevator at Hawley, Minn., is being rebuilt. It is nearly completed and grain is being handled in it.

A modern warehouse and elevator is to be erected at Kewaunee, Wis., for the Kewaunee Equity Society.

Work has been completed on the new Farmers Elevator at Kensington, Minn. C. E. Higley is manager of the elevator.

The Coffey-Miller Grain Company's interests have been purchased by the Mannigel-Moreland Grain Company of Luverne, Minn.

A warehouse is to be built at Kragnes, Minn., for the Farmers Grain Elevator Company. The plant will be used for storing feed and flour.

The elevator at La Salle, Minn., formerly the property of the Eagle Roller Mills, has been purchased by the Farmers Grain Company.

Improvements are being made to the Farmers Elevator at Osseo, Wis. Changes are being made to make room for the weighing machine.

Corporate privileges have been granted the Scroggins Grain Company of Minneapolis, Minn., by the Minneapolis Chamber of Commerce.

C. E. Larson, Paul C. Olson have incorporated the Equity Farmers Association at Grantsburg, Wis. The company is capitalized at \$15,000.

Gregory-Jennings & Co.'s Midway Elevator at Minneapolis, Minn., has been declared "regular" by the Minneapolis Chamber of Commerce.

A company has been organized at Halstad, Minn., by Jas. Larson and others. The company will conduct a grain elevator and is capitalized with stock of \$20,000.

The elevator of Louis Lohman at Lake Elmo, Minn., has been purchased by the Equity Co-operative Exchange. The purchase price was set at \$15,000.

Under license by the State Railroad and Warehouse Commission the Electric Steel Elevator Company at Minneapolis, Minn., has been declared regular.

Members of the Froedert Malting Company have incorporated the Winona Malt & Grain Company at Winona, Minn. The company is capitalized at \$1,000.

To deal in grain, feed, hay and flour, the Ableman Farmers Company has been incorporated at Ableman, Wis. The corporation is capitalized at \$18,000.

A three-story addition is to be built to the Merrill Elevator Company of Merrill, Wis., which will be equipped with a refrigerating plant and used as a cold storage warehouse.

An addition is being erected to the elevator and warehouse of the L. Rosenheimer Malt & Grain Company at Kewaskum, Wis., which it will equip as a flour and feed mill.

Jens Larson, L. M. Vary and Carl Tall have incorporated the Muskoda Farmers Elevator Company at Muskoda (mail Hawley), Minn. The company is capitalized at \$10,000.

The elevator at Dundas, Minn., has been opened for business by Norgard & Scott of Minneapolis. They recently purchased it from Campbell & O'Brien, the former owners.

The Monarch Elevator at Litchfield, Minn., has been purchased by the Equity Society. The elevator has been under the management of Richard Welch for a number of years.

John Klaug, L. C. Grover and A. Braun have filed incorporation papers at Cazenovia, Wis., as the Cazenovia Equity Warehouse Company. The corporation is capitalized at \$25,000.

Ole Langseth, K. Sunde, N. J. Larson and Ed. Johnson have filed incorporation papers at Averill, Minn., as the Averill Farmers Elevator & Mercantile Company. The company is capitalized at \$20,000.

A building costing \$49,635 is to be erected at Minneapolis, Minn., for the Banner Grain Company. It will be located at Forty-third Avenue, S. E., and Marshall Street, a site recently acquired by the company.

All the property of the Murphy Grain & Mercantile Company in Bear Creek, Wis., has been purchased by the Bear Creek Co-operative Company. The co-operative company will conduct the mill and

elevator. E. J. Murray is president of the co-operative concern; Geo. Philippi and Ernest Thoma, vice-president; Henry Smith, secretary, and C. L. Raisler, treasurer.

Incorporation papers have been filed at Bricelyn, Minn., by H. E. Gullord, K. Meland, A. E. Larson and others as the Farmers Elevator Company. The company is capitalized at \$25,000.

The elevator, feed and flour store of Gust Erickson at Alexandria, Minn., has been traded in by him to Ole Hanson for a Douglas County farm. Mr. Erickson will remain in charge of the business for Mr. Hanson.

A new elevator annex is to be constructed to Elevator "H" of the Consolidated Elevator Company of Duluth, Minn., which will be completed November 1. The elevator will have a capacity of 1,250,000 bushels and will be known as Elevator "I."

Articles of incorporation have been filed at Brandon, Minn., for the Equity Grain & Coal Company of that place. The capital stock of the firm amounts to \$5,000. P. M. Renkes is president; A. H. Lee, vice-president; Carl O. Augdahl, secretary and John P. Larson, treasurer.

## IOWA

The elevator at Huntington, Iowa, has been purchased by C. O. Hoff.

The elevator of K. Knudson of Wright, Iowa, has been disposed of by him.

F. J. Shreek has purchased the grain and implement business of H. W. Lewis at New Market, Iowa.

John A. Wolf of Barker, S. D., has purchased the elevator business of Ben Jenkinson at Sheldon, Iowa.

The new Weiss Elevator and seed house at Denison, Iowa, will be completed and ready for operation by November 1.

The Tostlebe & Jamison Company has purchased the business of the New Hartford Grain Company at Cedar Falls, Iowa.

The Persia, Iowa, house of the Des Moines Elevator Company has been sold to the Farmers Co-operative Elevator Company.

The elevator of the Farmers Elevator Company at Hepburn, Iowa, has been taken over by the Farmers Co-operative Exchange.

The grain elevator of Moreland & Shuttleworth at Larchwood, Iowa, has been sold by that firm to the Davenport Elevator Company.

Farmers around Odebolt, Iowa, have organized a company to conduct a grain elevator there. In all probability the company will build.

The Gifford, Iowa, elevator of H. C. Moore has been sold to J. F. Weaver, formerly manager of the Farmers Elevator Company at Quinby.

Changes are to be made to the plant of G. F. Schafer at West Liberty, Iowa. A new dump and an additional elevator is to be erected to the grain handling establishment.

Nelson & McCausland have bought the elevator of C. A. Brick at Lorah, Iowa. Mr. Brick has been retained as manager by the new owners.

The L. J. Mighell Elevator at Lidderdale, Iowa, has been purchased by the Farmers Union Grain & Stock Company. H. F. Jost is manager of the farmers' company.

The contract has been placed by the Farmers Elevator Company of Kingsley, Iowa, for a 25,000-bushel elevator. The elevator will be of concrete construction.

The interest of W. C. Metcalf in the grain firm of Metcalf & Cannon at Paulina, Iowa, has been sold to W. H. Cannon. C. C. Cannon retains his former interests. The firm will operate now as the Cannon Bros.

The Farmers Grain Company was organized at Rockwell City, Iowa, capitalized at \$25,000. The company will build a new elevator of 20,000 bushels capacity and costing \$12,000. Fred Falk is president.

The Purity Oats Company plant recently purchased by the American Hominy Company at Davenport, Iowa, is to be enlarged by the erection of a set of grain storage tanks costing approximately \$50,000.

A popcorn elevator costing \$20,000 is to be built at Lake View, Iowa, for F. C. Simmons. The building will be 24x28 feet and 60 feet high. Foundation is of concrete; rest of lumber covered with galvanized iron.

W. H. Ellerman, Geo. M. Foz and others are interested in the Farmers Co-operative Elevator Company which has been organized at Dallas Center, Iowa, and which will operate the elevator of Robt. Whitaker. Possession was given on October 1. M. Neilson will be manager.

Construction is practically completed on the new Flanley Grain Company's elevator at Sioux City, Iowa. The house is of reinforced concrete and is

addition is also being made in form of another story to the present warehouse, which will be used for a laboratory.

F. F. Gentry has completed a 10,000-bushel elevator equipped with automatic scales and other modern machinery at Bala, Kan.

Jas. Liggett & Son of Stanberry, Mo., have sold their elevator there to the Archer Bros., who will take possession November 1.

The contract has been let by the Walnut Creek Milling Company of Great Bend, Kan., for the construction of a warehouse 50x100 feet.

The interest of J. H. Long in the Sims & Long Grain & Feed Company at Sturgeon, Mo., has been sold by him to his partner, Mancil Sims.

The Wood River Co-operative Elevator Company has purchased the Wood River, Neb., elevator of the Central Nebraska Elevator Company.

The Emery & English Grain & Supply Company has completed its new 35,000-bushel elevator at Cimarron, Kan., and is ready for business.

An addition has been built to the plant of the Farmers Co-operative Elevator & Mercantile Company at Duquoin, Kan. A cleaner has also been installed.

The Lodge Pole Lumber & Grain Company has made plans for the erection of a new building at Lodge Pole, Neb., in which it will install a stock of hardware.

G. L. Taylor and G. E. Schneider have incorporated at Hemingford, Neb., as the Farmers Co-operative Elevator Company. The company is capitalized at \$35,000.

The elevator of H. O. Peterson at Randolph, Neb., has been sold by him to J. L. Dennis of Osmond. Mr. Peterson has been in the grain business at Randolph for 22 years.

P. L. Andrew has sold his elevator at Junction City, Kan., to C. V. Fisher. Mr. Fisher will retain charge of the business but later on the Farmers Company may take charge.

Two elevators, one for the Farmers Elevator & Mercantile Company and one for the Lebanon Elevator Company, are to be constructed at Lebanon, Mo., at a cost of \$30,000 each.

Incorporation papers have been filed at Satanta, Kan., for the Farmers Elevator & Merchandise Company by the following: C. H. Prichard and C. P. Jones. The company is capitalized at \$10,000.

A 10,000 elevator is being constructed at Salina, Kan., for L. O. Baber of Mentor. The building is 26x28 feet, three stories in height and will be built and ready for operation by January 1.

The J. E. Kirk Elevator at Garden City, Kan., has been purchased by the Garden City Co-operative Equity Exchange. H. H. Everly will manage this branch of the co-operative company's business.

A new 25,000-bushel elevator is now under course of construction for the McDaniel Milling Company of Carthage, Mo. Some machinery has been installed and all interior work has been completed.

The Leypoldt & Pennington Company of North Platte, Neb., has purchased the grain house of the Coates Lumber & Coal Company at Maxwell. The firm also operates houses at Hershey and Ogellalla.

The following firms located in Nebraska have equipped their elevators with "Trapp" Auto Truck Dumps: Farmers Elevator Company of Big Springs and F. W. Shively Grain Company of Tilden.

R. W. Brown, Geo. Beckett and R. L. Eiker have incorporated at Standish, Carroll County, Mo., as the Farmers Co-operative Supply Company, capitalized at \$14,000. The company will conduct a grain elevator.

A 1,000,000-bushel elevator is to be constructed at Kansas City, Mo., for the Webber Milling Corporation of which John Webber is president. The Lehrach Construction & Engineering Company has the contract.

R. E. Hastings, it is rumored, is planning upon the construction of a grain elevator at St. Joseph, Mo. The proposed capacity is from 500,000 to 1,000,000 bushels. Local men have bought \$100,000 worth of stock it is said, and Swift & Co. will put up the other \$100,000.

The elevator and office of the Sterling Milling Company at Sterling, Kan., has been leased by W. R. Atherton and F. A. Oline. They will handle grain and feed. Mr. Atherton was for a time manager of the Farmers Co-operative Union and resigned that position to become general manager of the Sterling Milling Company. The new firm will be known as Oline & Atherton.

The Trusler Grain Company has been organized at Emporia, Kan., capitalized at \$100,000. Offices will also be located in other towns. The company will handle wheat for milling accounts. H. P. Trusler is president and until recently was manager of the grain department of the Emporia Elevator & Feeding Company. V. B. Bolt will be vice-president and office manager; L. N. Miller, secretary and John B. Woodward, treasurer.



equipped with modern machinery. It has a capacity of 150,000 bushels and will be in operation by October 25.

The Armour Grain Company of Chicago, Ill., has awarded the contract to the Burrell Engineering & Construction Company for a modern 25,000-bushel grain elevator of concrete construction at Grimes, Iowa.

The following Iowa firms have installed "Trapp"

Auto Truck Dumps in their elevators: Shotwell Manufacturing Company of Arthur; C. C. Crawford of Ida Grove purchased two; Farmers Co-operative Society, Sioux Center.

A modern elevator is to be built at Colwell (Charles City, p. o.), Iowa, for the Colwell Exchange, replacing the plant which burned. The new house will be of tile, concrete and steel and will have a capacity of 125,000 bushels.

George Tait & Sons, Inc., Norfolk, Va., and had been identified with the seed business at Norfolk for over 40 years. Mr. Tait is survived by his widow, eight daughters and two brothers.

TEICHMANN.—Heart trouble caused the death of Otto L. Teichmann aged 54 years, Mr. Teichmann was formerly a grain merchant at St. Louis, Mo., and was at one time president of the St. Louis Merchants Exchange.

YOUNG.—Philip Fendall Young, vice-president and for a long time director of the Maritime Exchange, Philadelphia, and local manager of the International Mercantile Marine Company, died at sea on September 10 on board the steamship *Adriatic* while en route from Liverpool to New York. Mr. Young was well known to members of the Commercial Exchange and during the war had taken care of many exports of grain for shipment.

## FIRES—CASUALTIES

Jamesport, Mo.—Fire destroyed the Homer Muselman Elevator not long ago.

Peckville, Pa.—Fire destroyed the grain, feed and flour business of J. A. Nyart. Loss amounted to \$25,000.

Freeport, Maine.—Fire damaged the Freeport Farmers Union Elevator on September 10. Damages amounted to \$35,000.

Perry, Okla.—Knox & Freeman's grain warehouse burned recently. The fire was caused by a cigaret falling into some old papers.

Mason City, Ill.—The J. R. McCreery Elevator was damaged by fire to the extent of \$10,000. It was fully covered by insurance.

Mayetta, Kan.—The Cooney & Miller Elevator burned, together with about 15,000 bushels wheat. The loss is covered partially by insurance.

Cincinnati, Ohio.—On October 1, the grain elevator of the Early & Daniel Company was damaged by fire to the extent of \$2,500. The fire is believed to have been started by a dust explosion.

Dalton, Kan.—Two storage bins at the elevator of the Hunter Milling Company, burst September 29, spilling about 4,000 bushels of wheat and damaging the dump so that elevator operations were stopped for a week.

Philadelphia, Pa.—Chas. H. Longoep's feed and hay warehouse burned on September 15, with a loss of \$50,000. All the grain and hay contents were destroyed by water or fire. Fourteen firemen and police were hurt.

Cooksville, Ill.—On September 2, the elevator of the Cooksville Grain Company, of which B. E. Edel is manager, burned. The company expects to replace the burned structure with a concrete plant of 60,000 bushels capacity.

Montpelier, Ohio.—Fire recently damaged the grain elevator here owned by W. E. Riley. The elevator contained about 4,000 bushels wheat and 1,325 bushels oats, most of which was salvaged. The loss amounted to about \$22,000 with \$11,000 insurance. The elevator will be rebuilt in the very near future.

Buffalo, N. Y.—A dust explosion occurred in the Curtiss Grain Corporation's house recently which damaged the house itself and caused injuries to three men. The loss is estimated at \$20,000. The elevator was of wood and brick. Automatic sprinklers saved the plant from total destruction. The explosion is believed to have been caused by a spark from the motor firing the cotton covering for a motor. This in turn set fire to the dust, causing the explosion.

## GRAIN TRADE PATENTS

Bearing Date of September 2, 1919

Dust collector.—Geo. M. Wolpe, Indianapolis, Ind. Filed January 20, 1919. No. 1,315,066.

Bearing Date of September 16, 1919

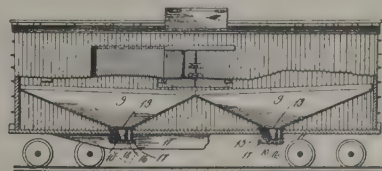
Bean grading machine.—Joseph King, Mexico, N. Y., assignor of one-fourth to Geo. M. Whitney and one-fourth to Will H. Bauder, New Haven, N. Y. Original application filed March 25, 1916. Divided and this application filed June 8, 1916. No. 1,316,165.

Bearing Date of September 23, 1919

Dust collector.—Frederick A. Wegner, Buffalo, N. Y. Filed May 1, 1915. No. 1,316,988.

Grain car.—Adelard Guay, Montreal, Quebec, Canada, assignor of one-third to Ovila Letourneau and one-third to Pacifique Belair, Montreal, Quebec, Canada. Filed March 12, 1919. No. 1,316,713. See cut.

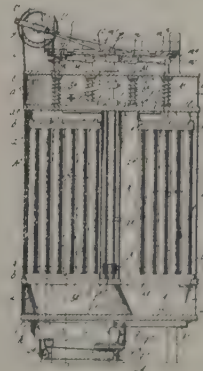
Claim: A grain car having a hoppers bottom, a discharging spout leading from said hopper, a housing inclosing said spout, an upwardly swinging bottom



for said housing, a slide valve for closing and opening said spout, a handle on said slide valve, and means connected to the said bottom for locking said valve in closed position.

Dust Collector.—Barton Ross, Buffalo, N. Y. Filed January 23, 1917. No. 1,316,924. See cut.

Claim: In a dust collector, the combination of a plurality of dust collecting devices arranged about a common axis, means for removing dust from one of said devices at a time, a chamber arranged below said devices and from which dust laden air is admitted to said devices, dust discharge openings in the bottom of said chamber arranged at intervals about said axis, one of said openings being provided for each of



said dust collecting devices, a chute movable in said chamber about said axis and adapted to form a substantially dust tight passage connecting any of said dust collecting devices with its corresponding opening, and a dust conveyor arranged below said chamber and movable with said chute into operative relation to one or another of said openings to remove the dust discharged through said chute.

Bearing Date of September 30, 1919

Grain car door.—William Herbert Toomer, Elgin, Manitoba, Canada. Filed November 26, 1917. No. 1,317,336.

G. W. CARTER and the G. W. Carter Grain Company are defendants in suit filed at the Circuit Court at St. Joseph, Mo., by the Farmers Elevator Company of Forest City, Mo., for \$3,100. The plaintiffs consigned the defendants with a carload of wheat and according to the petition were to have been paid cash at the market price, but payment was refused, it is alleged.

## OBITUARY

BINGHAM.—On October 1, aged 75 years, E. W. Bingham died at New Ulm, Minn. He was a member of the Bingham Bros., operating a line of elevators in southern Minnesota.

DAIR.—Paralysis caused the death of William A. Dair. He was a retired grain broker and mill operator at Lawrenceburg, Ind. His widow and one son survives him.

DUNCAN.—Thomas Duncan died on October 5 at a Chicago hospital. Mr. Duncan was the oldest of newspapermen covering the Chicago Board of Trade and for 29 years had been market editor of the Chicago "Evening Post." He was born in Glasgow 87 years ago and came to the United States when 21 years old. Later he went to Canada and engaged in the grain business, returning later from there to the States. His widow, three sons and a daughter survive him.

GARDNER.—Apoplexy caused the death of W. H. Gardner at Norwalk, Ohio, where he had gone to see a physician. Mr. Gardner was a resident of Bellevue, Ohio, and for a great number of years had been identified with the grain and milling interests of that vicinity. In 1877 he moved to Bellevue and became connected with Higbee & Co., a milling firm. Recently he had been associated with the Avery Grain Company. Mr. Gardner was 68 years old and is survived by his widow and one daughter.

GREGORY.—F. S. Gregory died at Washington, Ind., on September 22. He was owner of a feed store and mill there. His widow and six children are left. Mr. Gregory was 56 years old at the time of his death.

HASTINGS.—Aged 78 years, Wm. S. Hastings, senior member of the grain and feed firm of W. S. Hastings & Son, died at his home at Atglen, Pa., on September 21. He had been a member of the Philadelphia Commercial Exchange since 1901.

GRIFFIN.—Aged 40 years, Pittman Griffin, a grain dealer and farmer residing at Sturgis, Ky., was killed by gas fumes generated in his silo which he had filled the day previous with corn.

PATTON.—Chas. E. Patton died at Fond du Lac, Wis., aged 75 years. For years, Mr. Patton has been in the grain and flour business at Oakfield. He retired in 1915 from active business.

RYAN.—On September 11, after a lingering illness, Thos. Ryan died at Kinsman, Ill. He was a member of the grain firm of Thomas Ryan & Son

and had been in grain business for many years. Six daughters and two sons survive.

BEAR.—Earl Bear of Hicksville, Ohio, died October 9 at his home of diabetes. Mr. Bear sold out his grain business on account of ill health about six months ago. He was an ex-president of the Ohio Grain Dealers Association and had also served



THE LATE EARL BEAR

on the Arbitration Committee of the Grain Dealers National Association. There was no one more greatly respected among Ohio grain men or more highly esteemed by grain men of the central states than he and his death will be felt keenly.

SEIG.—Lester K. Seig, aged 24 years, died at Louisville, Ky., following an operation. Mr. Seig was a Federal grain inspector connected with the Board of Trade at Louisville.

TAIT.—James C. Tait died August 29 at his home in Montreal, N. C. He was president of



## HAY, STRAW AND FEED

### NEW YORK HAY AND GRAIN DEALERS' ASSOCIATION ELECTS

The announcement has been made of the election of the following officers of the New York State Hay & Grain Dealers Association for the following year: Burt M. Williams, of New York, president; L. A. Bristol, of Claverack, N. Y., vice-president; D. Clifford Jones, of Weedsport, N. Y., secretary and treasurer. The directors are: W. E. Springer, of Moravia, N. Y.; C. Sherman Hexton, Oakfield, N. Y., and Chas. H. Pratz, Waterloo, N. Y.

### NEW HAY INSPECTION POINT IN WASHINGTON

The Washington State Public Service Commission has designated Everett, Wash., as a hay and grain inspection point, following a conference between state inspectors and the Commission. This gives Washington four inspection points—the other three being Seattle, Spokane and Tacoma. A petition has also been presented to the Commission asking that Vancouver, Wash., be declared an inspection point.

### MORE HORSE PUBLICITY

On October 30-31 there is to be formally organized at New York City the Horse Publicity Association of America. Invitations have been sent out to all interested to attend. An informal dinner is to be given on October 30; tickets, \$3 per plate. Reservations should be sent to the Horse Publicity Association of America, Room 16, Hay Exchange Building, 601 West 33rd Street, New York City. Checks and money orders to order of Thomas M. Blake, treasurer. Reservations must be in by October 20. The Association hopes to re-educate the people in the use of the horse. Fred M. Williams is temporary chairman of the organization.

### FEED SUPPLY AND PRICES DURING THE WAR

The War Industries Board has issued a booklet, "History of Prices of Feed and Forage During the War," by Lloyd W. Maxwell, which contains much material of interest.

After giving the production of the feed grains and hay for the war years, Mr. Maxwell gives what figures are available on prepared feeds. In 1917, 53,079,500 hundredweight of corn chop or cracked corn were ground; in the same year about 4,383,000 tons of mill feed were produced, of which 1,797,000 tons were bran, 569,790 of middlings and 1,183,410 tons of shorts. About 2,000,000 tons of cottonseed meal and cake were produced each war year and half as much of hulls. Linseed meal production in 1917 is estimated at 283,174. Alfalfa meal was estimated at 325,000 tons, and alfalfa-molasses feed at 1,250,000 tons.

It would require too much space to record the value of each of the 28 commodities for each year of the period. Therefore, there is included here only the commodity values in 1917. The value thus given is not the total value of the feed, fodder and hay class, but only the values of the representative commodities quoted in this bulletin.

#### COMMODITY VALUES IN 1917

Corn for feed.....	\$4,482,800,468
Corn chop .....	156,584,525
Oats for feed .....	1,021,899,945
Bran .....	59,949,554
Middlings .....	20,552,541
Shorts .....	48,472,965
Kaffir corn .....	112,795,920
Cottonseed meal .....	89,734,250
Cottonseed hulls .....	15,135,780
Linseed meal .....	16,664,750
Alfalfa meal .....	10,725,000
Molasses .....	*56,160,000
Molasses-alfalfa feed .....	60,725,000
Hay .....	1,627,852,000
Straw .....	986,598,000

\$8,766,650,698

\*Includes imports, because the quantity of blackstrap molasses imported is much greater than the domestic production.

The Food Administration adopted the policy of licensing all kinds of food and feed dealers. It required reports and records to be made and prohibited unreasonable profits. Presidential proclamations were issued from time to time requiring licenses to be taken out. On August 14, 1917, wheat and rye elevators and millers were required to be licensed. In addition to the licenses, the fixing of the wheat price on August 30, 1917, gave indirect control over the prices of wheat feeds, such as bran, middlings, and shorts. Manufacturers of molasses came under the rules on September 7, 1917, and dealers in feed and hay were included among the

licenses on January 10, 1918. Reference to the price tables will show a decided drop in the prices of wheat feeds when the price of wheat became fixed. The price of bran dropped 37 per cent, middlings 13 per cent, and shorts 16 per cent. The licensing of the other commodities of this class did not seem to affect prices.

It is impossible to estimate the degree to which prices of feed and hay were affected by the license system. Although prices continued to rise, they might have risen more without the licenses.

### HAY DULL AND NARROW IN NEW YORK

BY C. K. TRAFTON

Much of the time during the month under review the local hay market has been without changes of importance. Indeed, it would be exceedingly difficult to find a month in which the market was so narrow, prices having been almost stationary as a rule, although for a time they were slightly lower on the inferior and common descriptions. Conditions generally continued extremely unsatisfactory to virtually all concerned, the developments being mainly of an unfavorable character and not calculated to stimulate business.

The fact that the arrivals were never large enough to permit of general animation was a source of dissatisfaction to buyers and sellers alike. As a matter of fact, the movement of the new crop thus far has been much below general expectations, confirming reports that farmers had been extremely reluctant to sell. In some quarters it was claimed that farmers were well fixed financially, and as they were not satisfied with current bids, they could afford to sit back and wait for an advance. The scarcity and high cost of labor was also mentioned as a factor in restricting the movement, it being practically impossible to secure day laborers in some sections without paying preposterously high wages.

The result was that in many cases the cost of baling rose to fully \$5 per ton, compared with a pre-war average of roughly \$1.50 to \$2. Adding this to the higher freight rates and increased expenses elsewhere, it was not difficult to understand why farmers were refusing bids that might have seemed attractive heretofore.

The buying element, on the other hand, was just about as indifferent. It was quite evident that practically all distributors and local dealers had been greatly impressed by the nation-wide agitation against the high cost of living. Doubtless they were firmly convinced that the time was not far off, possibly soon after the new crop had been harvested, when prices would fall rapidly to much lower levels. Indeed, it was stated that some jobbers or local dealers had counted on buying No. 1 timothy in large bales as low as \$30, and consequently they displayed considerable irritation because they were unable to buy many strictly choice lots under \$35, although a few sales were made at as low as \$34.

On the other hand, it was stated that at some terminals where the supply was particularly small a few odd cars of choice had sold as high as \$37. This latter, however, was too exceptional to be regarded as a fair market criterion. The truth is, a large proportion of the receipts was of poor or decidedly ordinary quality, only a trifling percentage being better than No. 2, while a decidedly large proportion was ordinary or poor trash, and as a result the breach between top and bottom grades was exceedingly wide.

This naturally resulted in a great deal of unsettle-

### Alfalfa, Prairie Hay and Alfalfa Meal

are being harvested under ideal weather conditions. Prices have struck bottom. Buy and store now. Get our delivered prices.

### CARLISLE COMMISSION COMPANY

736 Live Stock Exchange Kansas City, Mo.

**ALFALFA**

**We are the Largest Distributors**

**of ALFALFA in**

**GREATER NEW YORK**

Shippers who have Alfalfa Hay to dispose of, if they will communicate with us we will provide a satisfactory outlet.

**ALFALFA**

**W. D. Power & Co., 12-15 N.Y. Hay Exchange**

**NEW YORK**

ment, it being frequently difficult to form a definite opinion as to values. Indeed, much of the hay received was so poor as to be almost unsaleable at any price. As often stated in similar cases in the past, it seems exceedingly poor business policy, not to say absolute folly, for farmers and shippers to send such trash to this or any other market, as it cannot be sold at a price sufficiently high to pay freight and other charges. Consequently, it would be much more sensible to keep it back on the farm.

Temporarily early in the month the straw market was steady with moderate receipts and a fairly active demand at \$16 @ \$17 for long No. 1 rye. Subsequently the receipts became larger and with trade quiet a weaker tendency was noticeable, prices falling to \$15 @ \$16. Unfortunately, there is much straw arriving that is inferior, having apparently been damaged by too much rain, and hence it is extremely difficult to sell even at decidedly low figures.

### THE ADVANTAGES OF MILLING FORAGE

BY L. C. SHARP

In the September issue of the "American Grain Trade" the New Jersey State Department of Agriculture is quoted as summarizing that alfalfa contains no more nutriment when ground than before, and that grinding "should be considered as a desirable practice only when it facilitates shipping or when needed in a special form for poultry or other stock."

In commenting on the above statement I am inclined to believe that something more might be said in favor of reducing alfalfa to a so-called meal. In the first place I do not believe that Eastern experience has been sufficiently prolonged nor materials as accessible nor actual conditions of such volume as to warrant the last word in the matter from the section noted.

It is very clear that Western feeders and farmers generally who are feeding the bulk of the animals of the country naturally would have made some careful observations as to the relative values of feeding rough forage as against the same forage milled.

The mere off-hand statement that the milled product contains no more feeding value than the rough material from which it was made will bear more careful analysis. Our observation as millers of forage is that the milled product, while possibly not containing any more food value per pound nevertheless contains more food value in the volumetric condition in which it is fed. Farmers and feeders everywhere are beginning to know from actual experience that it is just as necessary to grind feed for animals as it is to grind feed for humans.

Enormous wastes everywhere result when rough forage is fed direct, and when so fed the actual losses in such feed is from 25 to 75 per cent because animals are naturally wasteful and endeavor to search out the tender parts and by such actions reject the coarser parts. Feeders have also ascertained that straight feeds of any kind cannot produce the best results, and we have observed that many such feeders are selling their rough forage and are purchasing the same from millers who have the equipment to properly reduce such forage to a uniform condition. When in such stage the various foods can be balanced to contain just the correct elements to produce fast work.

In the West where such experience has been mostly gained, it is well known that it is impossible to balance foods efficiently when fed in the rough. But when reduced to a mobile condition the necessary balances can be effected quickly, scientifically, and correctly.

In the study of efficient feeding our experts have observed that the physical exertion required by an animal in masticating rough vegetation necessitates utilizing all the value contained in the food to maintain its own physical waste, leaving nothing or less for surplus. This situation is more particularly true when animals are allowed to roam about in search of food and especially when food is not abundant.

We are coming more and more to understand the value of European methods of intensified nourishment of animals. It is ridiculous waste to let animals run at large, not only in the loss of physical exertion but animals so running will trample and waste more food than would sustain double the number of such animals where the same food is reduced to a mobile condition and fed under less exertion.

We are coming to know that the milling of forage is the only sane and practical means for the conservation of the wastage of valuable feed which now is useless, especially the first cutting of alfalfa which naturally grows rank and stemmy, is very difficult to handle, and is largely rejected by all animals when fed in the rough. But when such hay is milled every part is saved by proper milling methods and the animals eagerly eat all of it. Thus we may figure immense losses to farmers raising such hay. When such food is reduced to a milled condition it means that the farmer's land value is doubled, his labor value doubled, and he

(Continued on page 366)





# 8½ Miles of It

Extending, when unrolled, in a continuous line 8½ miles long, and weighing over 130 tons, we recently shipped what was, perhaps, the largest single order of Belting ever shipped out of a Rubber Factory.

This record shipment—which would stretch from the Battery to well above the top end of Central Park—covering the whole teeming center of New York City—we made on the order of James Stewart & Co., for the enormous new Terminal Grain Elevator they are building for the Pennsylvania Railroad at Canton, Baltimore, Md.

Goodrich “LEGRAIN” and “CARIGRAIN” Belts are installed in large and small Elevators all over the country. We believe we have developed Rubber Belts for Grain Handling to a higher standard than has ever before been attempted.

We await your request for samples and detailed information.

THE B. F. GOODRICH RUBBER COMPANY  
The City of Goodrich—AKRON, OHIO

**GOODRICH**  
**“LEGRAIN” BELT**

**GOODRICH**  
**“CARIGRAIN” BELT**



PENNSYLVANIA RY. CO.  
NEW YORK CENTRAL, ELEVATOR,  
CANTON, BALTIMORE, MD.  
JAMES STEWART & CO., INC.  
BALTIMORE, MD.



can feed more efficiently twice the number of animals with the same food value on account of saving the natural waste.

We may also refer to corn fodder, in which there is a great waste, but in which the plant itself when properly cured, retains over 40 per cent of its food value. It may be true that considerable is saved by silage, but even so silage must be used where made and is not in a commercial condition such as would be the case if the fodder were ground and sacked after fully matured. Neither is it perfectly clear that immature or kraut food presents the sustaining or food giving value of the matured plant. But when such fodder is milled it may immediately be balanced with alfalfa and the whole fed with all its advantages.

Thus by milling we bring into the feed market an abundance of food values which heretofore have been wasted.

With butter selling for \$1,500 per ton and all dairy and meat products in proportion, we can see at once that there is scarcely another enterprise which is in greater need of attention than forage conservation, and the milling of forage offers the solution of the problem.

Not only does this milling aid in conserving and balancing forage, but when rough forage is milled the volume is greatly reduced and by such reduction shipping and storage is facilitated and in many cases baling is eliminated. When milled under proper conditions the losses by numerous hay ailments due to unknown moisture content, etc., are avoided. Further when such hay is milled it is thoroughly renovated by this disintegration and all the elements are averaged in much better shape.

The milling process reduces to a food value many waste products such as pea vines, peanut vines, bean vines, beet tops, apple, fruit and vegetable wastes. Oat straw may be milled unthreshed, ef-

fecting a great saving. Many other plants not considered of standard value such as Russian thistles, tumble weeds, cactus, and the leaves of many plants contain food value now wasted entirely, all of which under the present high pressure should be carefully considered, and may with facility be reduced to a milled product of value.

Constant improvements are being effected in the methods of milling forage. Early efforts along this line, which contemplated the beating or pulverizing of the hay to a mobile consistency, are gradually being superseded by machines which cut, shred and moss the product. By such means all the constituents of the hay are saved.

Alfalfa consists of two separate factors, leaves and stems. Any process which would reduce the stems to pass a screen would pulverize the delicate and valuable leaves to a powder of uncertain value, and in any event very hard to save. Some of the newest milling machines act on such materials in the following manner: The leaves are first threshed from the plant and are immediately drawn from the machine under a vacuum; the stems follow and are milled to fineness and when in this condition pass to intermingle with the leaf product which preceded it. Thus in such process the entire product is saved without dust. This process means also a substantial saving in weight and food value which by any pulverizing method would be lost.

It is clear to observant feeders that milling of forage has come to stay. The benefits derived from every angle and the fact that every year the production of such feed is greater, proves its importance and merit. Even its great advantage in transportation alone over rough or baled stuff would in itself make a market for it.

(Continued on page 369)

## FIELD SEEDS

### NEW SEED ASSOCIATION IN NORTHWEST

A meeting of seed growers and dealers was held recently at Spokane, Wash., and resulted in the organization of the Northwest Pacific Seedsmen's Association. The organization intends to work for the enactment of more uniform seed regulations in the Northwest and to work for the general betterment of the seed business in that section. Frank Leckenby of the Chas. H. Lilley Company of Seattle was elected president, and L. C. Barrett of the Spokane Seed Company was chosen secretary-treasurer.

### NEW SEED TRADEMARK

New trademarks recently published in the *Official Gazette* of the United States Patent Office included the following new seed trademark: "Service" field



seeds. The Atlantic Seed Company, Inc., Philadelphia, Pa. Filed May 17, 1919. Serial No. 118,581. See cut.

### CLOVER RIPENING FOR SEED IN WISCONSIN AND MINNESOTA

The experiment stations of Wisconsin and Minnesota have actively urged the farmers in those states to allow their clover fields to ripen for seed. As a result, it is reported that many clover fields in the two states have been matured and yields are expected to run as high as three bushels per acre. A report from Stillwater, Minn., indicates that many fields in that vicinity have been saved for seed, and tests made have shown more than 25 seeds to the individual clover head in many cases.

### NEW COMMITTEES FOR AMERICAN SEED TRADE ASSOCIATION

The announcement was recently made by President E. B. Dungan of the American Seed Trade Association of the appointment of the following committees to serve during the ensuing year: Legislative—Watson S. Woodruff, chairman; Geo. S. Green, A. E. Reynolds, W. G. Scarlett, E. L. Page and Wilbur Brotherton. Postal Laws—Alex Forbes, chairman; David Burpee, G. F. Bradley, Chas. H. MacKubbin, Francis Stokes. Express—L. P. McCausland, chairman; R. D. Edwards, R. F. Lyon, Frank Leckenby, Chas. Hollenbach, A. L. Don, A. W. Schisler. Experiment Stations—L. L. Olds, chairman; H. A. Simmers, D. B. Gurney. Resolutions—W. H. Barrett, chairman; C. D. Coe, C. C.

Hart, Tariff and Customs—J. C. Vaughan, chairman; Lem Bowen, S. F. Willard, J. M. Lupton, F. B. King, S. F. Leonard, A. B. Clarke. Seed Testing and Publicity—C. C. Massie, chairman; Kirby B. White, John L. Hunt, H. G. Hastings, Geo. S. Green, M. H. Duryea.

### DARNEL APPEARS IN NEBRASKA SEED WHEAT

The Nebraska State Department of Agriculture has issued a warning that seed wheat imported into that state has shown more or less darnel seed. Darnel is a noxious weed, has a gray berry and is extremely hard to separate from wheat either by threshing or aspiration. Germination tests in some sections of the state have run as low as 50 per cent, and Secretary Stuhr has issued a warning against the planting of Nebraska seed, especially where the crop was light. He also advises careful germination tests of all imported seed wheats.

### SEPTEMBER IMPORTATIONS OF FORAGE PLANT SEED

A table has been prepared by the seed laboratory of the Bureau of Plant Industry, Department of Agriculture, showing the amounts of various forage plant seeds imported into this country during September and during the quarterly period ending September 30, with comparisons with the corresponding periods last year.

Importations of alfalfa seed were 1,644,700 pounds in September, against 22,000 pounds a year ago; importations of Canadian blue grass were 47,000 pounds against 48,000 pounds in September, 1918; of the clovers, 845,800 pounds of alsike, 2,600,300 pounds of crimson, and 1,157,300 pounds of red were imported this September as against 801,800 pounds of alsike, 44,000 pounds of crimson and none of red in September a year ago. No importations of clover mixtures are noted.

Orchard grass imports are set down at 217,200 pounds, with none in September, 1918. English rye grass imports were 134,400 pounds, against 44,800 a year ago; Italian rye grass 33,600, with none a year ago. There were no imports of timothy, against 5,900 pounds in September, 1918. The imports of hairy vetch for this September were 46,300 pounds, as against 133,000 pounds a year ago.

The total importations for the quarter ending September 30, 1919, are given as follows: Alfalfa 2,911,000 pounds; Canada blue grass 193,900 pounds; alsike 1,108,800 pounds; crimson clover 4,072,200 pounds; red clover 2,497,900 pounds; millet (broom corn) 225,400 pounds; orchard grass 438,300 pounds; English rye grass 134,400 pounds; Italian rye grass 78,400 pounds; timothy 3,200 pounds; hairy vetch 50,000 pounds and spring vetch 144,800 pounds. All of these are many times larger than the importations for the corresponding

quarter of 1918 with the exception of alsike and English rye grass, which are about the same, and timothy and hairy vetch which are much smaller than a year ago.

### NEW YORK SEEDS MARKET IRREGULAR

BY C. K. TRAFTON

During the month under review there has been a great deal of irregularity and unsettlement in the market for field seeds, but as a rule the leading varieties have displayed a stronger undertone. Indeed, a decidedly brisk fall business was done in certain kinds, notably red clover, alsike and alfalfa. Prices for the first named remained just about stationary, but the latter two advanced sharply. Crimson clover, on the other hand, fell rather sharply, although buyers showed fair interest, leading to moderate dealings. Offerings were liberal, the huge imports reported last month, roughly 11,700 bags, being augmented by arrivals during September of about 2,200 bags. As a result the local prices fell to 10½ @ 11 cents, a drop of about 2 cents in the month.

Red clover prices are virtually unchanged at about 45 @ 47 cents, but the tone is decidedly firm. Demand was active and dealings large, but an advance was prevented by still larger arrivals from abroad, roundly 13,750 bags, against about 8,200 bags in August. As reports from producing sections are not favorable for a large crop, many dealers think that we shall have to look to Europe for our supplies next spring.

It is unfortunate that present indications are not favorable for large shipments from either France or Italy. Both countries are still offering a little of the 1918 crop at about 42 cents, and of the new crop at about 44 cents. The fact that offerings are in lots of 100 and 200 bags, instead of the customary 500 and 1,000 bags, in further evidence that there is not much of an exportable surplus in Europe. Recent arrivals of foreign seed have sold at about 44 cents in the rough and about 47 cents for cleaned.

Alfalfa has advanced sharply, being quoted at 28 @ 31 cents. The latter price has been paid for domestic seed in the West as expectations are for a decidedly short crop and further advances would create no astonishment. Inquiries for foreign seed are much more frequent from practically all producing sections. Indeed, it is claimed that large quantities have also been placed in the East. Hence it is decidedly unfortunate that European markets have advanced fully \$5 per 100 kilos within a few weeks. France has no more to sell, and Italy has only a little, which has been offered at 28 @ 31 cents c. i. f. New York.

Alsike has advanced from 1 to 2½ cents, being quoted at 44 @ 45 cents. It is evident that this variety is being well bought in anticipation of a big export demand during October and November. Thus far there have been a few small export sales, but by no means as much as usual, owing to the unfavorable exchange rates. In some quarters the opinion prevails that alsike will eventually sell as high as red clover.

While timothy prices show no quotable change, the tone appears to be weakening slightly, chiefly because of the large carry-over, the fair crop outlook and the absence of export demand. In short, everybody seems to have a fair supply and demand is inactive. Nevertheless, some of those who have predicted higher prices still contend that it is only a question of time when a satisfactory credit arrangement will permit of large shipments to Central Europe. Inasmuch as dealers there will not need the seed until early in 1920, it seems rather premature to worry at this stage about the lack of foreign buying. On the other hand, some shrewd traders assert that present prices are unjustified and were brought about wholly by speculative buying in anticipation of an advance.

The same argument is heard about red top, which ranges around 15 @ 17 cents, or the same as last month. It is asserted that the wide-spread speculative fever prompted buying of this variety because it was the cheapest of its kind. On the other hand, the carry-over was large and no big outlet has appeared as yet. Export demand has not as yet materialized. Fancy Kentucky bluegrass has been steady at about unchanged prices—24 @ 26 cents, which are generally conceded to be justified by the short crop.

There has been no change in the hairy vetch situation, offerings still being meager. As exports from most of the foreign producing countries are prohibited, there is little prospect of buying imported seed at reasonable figures. Conditions regarding sunflower seed show no change aside from the fact that no further imports are to be expected from South America, it being generally agreed that all the purchases in that quarter have been received. Spot supplies of Canary seed are ample and the price is about 8 cents per pound in bond. In addition to those mentioned above, the imports during the month included about 4,300 bags of orchard grass and 400 bags of rye grass. The only exports of moment were 200 bags of clover to Cardiff.

(Field Seed Notes are on page 368)

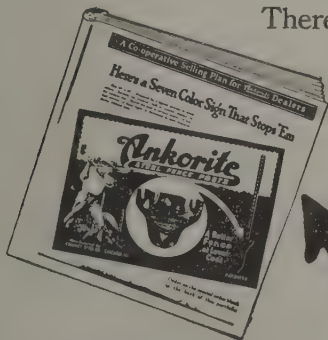


# Here's a Steel Post With a REAL SALES PLAN Behind it *Ankorite* STEEL FENCE POSTS

## "A Smashing, Red-Blooded, Co-operative Selling Plan for Ankorite Dealers"

THAT'S the title of a 12 x 12-inch twenty-four-page three-color Prospectus just off the press—and you'll find that every page backs up the title.

If you'd like to receive the most practical, most convincing, most liberal co-operative sales plan that has ever come to your desk, get this book! It will show you how the Calumet Steel Company "goes the limit" with its dealers, and if you'll put the plan to work for you, it will enable you to sell posts as you never sold them before.



Your Prospectus is ready for you. Write for it.

There never has been a time when Ankorite sales came so easy—but you'll have to act quick to get your share of the fall business. Hundreds of farmers are writing to learn where they can buy Ankorite Steel Drive Posts, and we'll gladly refer to you all inquiries from your territory just the moment you're in position to take care of them.

Ankorite Steel Drive Posts are right, the time is right, and this big co-operative sales plan is a whirlwind. Write for it.

## CALUMET STEEL CO.

208 So. La Salle St., Dept. 6  
Chicago, Ill.

# A STROKER for You

A stroker is a weapon specified by the Department of Agriculture to be used in striking off the grain from the top of the grain kettle used in determining the bushel-weight of grain. It must be of "hard wood,  $\frac{3}{8} \times 1\frac{3}{4} \times 12$  inches, with the edges formed to a semicircle."

We have them for

## Free Distribution

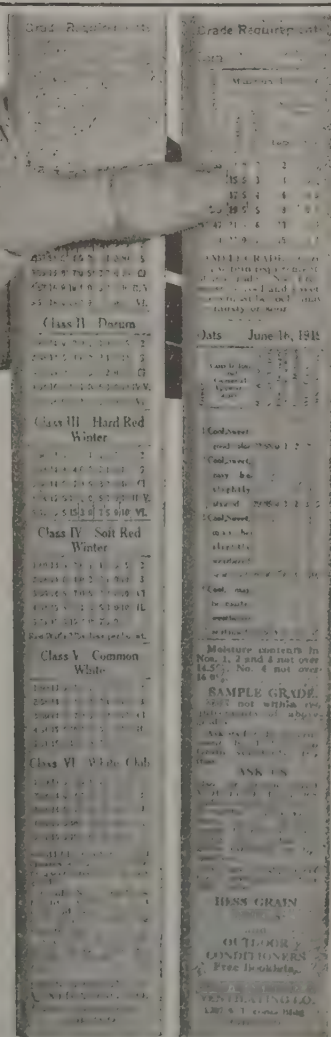
On one side are printed the grade requirements of wheat, and on the other those of corn and oats, so it is useful for other purposes than as a stroker. Its best use is to remind you that we are makers of and headquarters for Brown Duvel Moisture Testers, Dockage Sieves and Scales, Bushel-weight Grain Testers, Probes, Sample Containers and all other apparatus used in the testing and grading of grain.

Send for a Free Stroker—Your name on a postal card will do.

## Hess Warming & Ventilating Co.

1210 Tacoma Bldg., Chicago

Makers also of HESS GRAIN DRYERS—Used Everywhere





## FIELD SEED NOTES

A seed warehouse has been built at Calamus, Iowa, by F. Mueller & Son.

A \$30,000 fireproof seed warehouse is to be built at Guthrie, Okla., for W. H. Coyle.

A new elevator has been completed at Eaton Rapids, Mich., for the Abrams Seed Company of that city.

The seed and implement business of the McElroy-Page Company at Bowling Green, Ky., has been purchased by N. F. Hill of Bowling Green.

The Queen City Seed Company has been incorporated to operate in Buffalo, N. Y. Has opened a new seed store and will handle seeds, both wholesale and retail.

Property at Grand Rapids, Mich., has been purchased by the A. J. Brown Seed Company on which it intends to construct a large and modern office and warehouse.

J. M. Bomberger, J. C. Loomis and Ray Hanley have filed incorporation papers at Modesto, Calif., for the Bomberger Seed Company. The company is capitalized at \$25,000.

J. G. and J. H. Fisher and H. S. Zimmerman have filed incorporation papers at New Holland, Pa., as the La Park Seed & Plant Company. The firm is capitalized at \$100,000.

A seed business is to be established at Burlington Junction, Mo., by S. W. Webb. He has purchased the property of Chas. W. Woods and will erect building in the near future.

The D. O. Coe Seed & Grain Company is the new name of D. O. Coe, a company which has been operating for some time at Topeka, Kan. The company will continue the business.

J. W. Schweyer, Fred A. Patton, A. Moyer, T. E. England, S. R. Gundy and E. Hoover have incorporated the Erie Seed and Supply Company of Selkirk, Ont., Canada, capitalized at \$40,000.

F. N. Victor is president and manager; T. O. Davis, vice-president and L. Boyer, secretary of the Rupert Seed & Milling Company of Rupert, Idaho. The firm is capitalized with stock amounting to \$50,000.

The La Homach Seed Company has established a seed store at Ft. Myers, Fla. The company is composed of L. L. Simms and son, O. M. Simms. Mr. Simms, Sr., was formerly with the Mann-Hodge Seed Company.

The elevator and equipment of the Trinidad Bean & Elevator Company of Rocky Ford, Colo., has been purchased by B. A. Blotz and A. A. Hennamen. They will conduct it as the Blotz-Hennamen Seed Company and will do a general wholesale seed business.

Edward N. Kaercher is president and C. Textor, secretary and treasurer of the Kaercher Seed Company of St. Louis, Mo. Mr. Kaercher was with

the A. W. Schisler Field & Garden Seed Company and Mr. Textor was general office manager of the same firm.

The Andrews Seed & Grain Company has been incorporated at Sherman, Texas, capitalized at \$10,000. The incorporators are: P. T. Andrews, T. H. Andrews and F. E. Valentine.

An addition is being built at Liberal, Kan., for the Vickers Grain & Seed Company, which will double its capacity. The addition will be 50x50 feet and will be equipped with cleaning and other machinery.

## Grain and Seeds

### SCREENINGS WANTED

Screenings from corn, barley, wheat.

Oat clip, elevator dust, seed screenings.

We buy bulk or sacked.

Send average sample and quote delivered price.

GEORGE B. MATTHEWS & SONS, 412-430 S. Front St., New Orleans, La.

## WE BUY Timothy Clovers Alfalfa Grasses

SUDAN — MILLET — CANES — WHEAT —

OATS — BARLEY — RYE — SPELTZ

SEND US YOUR SAMPLES

WE PAY HIGHEST PRICES

**John A. Salzer Seed Co.**  
LA CROSSE WISCONSIN

**White Clover  
Orchard Grass  
Tall Meadow Oat Grass  
Rye Grass  
Hairy Vetch**

**WM. G. SCARLETT & Co.**  
BALTIMORE, MD.

## SEND SAMPLES OF

Timothy, Red Clover, Alsike, Red Top, Hairy Vetch, Bluegrass, Orchard Grass Seed, Rye and Winter Oats

to

## The Belt Seed Company

Importers and Exporters

BALTIMORE

We can offer D. E. Rape, Imported Orchard, Alfalfa, Crimson Clover and Red Clover.

*We Buy Carlots*

**TIMOTHY  
RED TOP  
RED CLOVER  
SUNFLOWER  
MILLET**

Send us your samples

*WE IMPORT AND EXPORT*

**I. L. RADWANER SEED CO.**  
NEW YORK, U. S. A.

REGISTERED BRAND



## MINNEAPOLIS SEED CO.

WHOLESALE FIELD SEEDS

**HARDY NORTHERN GROWN SEEDS  
OUR SPECIALTY**

BUYERS, RECLEANERS, SELLERS

ASK OUR BIDS BEFORE SELLING  
WRITE OR WIRE FOR SAMPLES AND PRICES

**TIMOTHY, CLOVERS, MILLETS**

GRASSES, FORAGE SEEDS, SEED GRAINS,  
PEAS, BEANS AND SCREENINGS.

P. O. ADDRESS: LOCK DRAWER 1546  
OFFICES: 3444 RAILROAD AVE. SO.

SEED ELEVATOR & WAREHOUSES: 34TH TO 35TH STS. & R. R. AVE. SO.  
GRAIN ELEVATORS & WAREHOUSES: 35TH TO 37TH STS. & R. R. AVE. SO.  
MINNEAPOLIS, MINN.

**SEEDS** Grain, Clover and Grass Seeds  
**CHAS. E. PRUNTY**  
7, 9 and 11 South Main St. SAINT LOUIS

## A. W. SCHISLER SEED CO.

LET US KNOW YOUR WANTS IN  
FIELD AND GARDEN SEEDS

Office: 704-6-8-10 North 4th St.

ST. LOUIS, MO.

Track Warehouse: S. W. Cor. Collins and Biddle

**TIMOTHY SUDAN  
ALFALFA  
FEED MILLET**

**RUDY PATRICK  
SEED CO.** KANSAS  
CITY, MO.

## WHITNEY-ECKSTEIN SEED CO.

Wholesale Seed Merchants

Correspondence Invited

BUFFALO, N. Y.

**SEED**

We buy and  
sell all varieties  
of grass and  
field seeds

The Albert Dickinson Co.  
MINNEAPOLIS CHICAGO



## Hay, Straw and Feed

(Continued from page 366)

### TO STIMULATE LARGER USE OF HORSES

BY C. K. TRAFTON

That 80 per cent of commercial hauling can be done with horses 50 per cent cheaper than with motor trucks, is the assertion made by the New York State Hay & Grain Dealers Association. This association has started an advertising campaign in favor of a larger use of horses for commercial and farm work. They state that it has become necessary to offset misleading propaganda which has been disseminated by automobile, truck, and tractor manufacturers.

"Millions of dollars have been appropriated by this and other states during the last 15 years for the construction of up-to-date roads," says the association. "This has resulted in a network of magnificent highways throughout the country.

"The majority of these roads have been so constructed that it is almost impossible to move horse-drawn vehicles over them with any degree of satisfaction. At certain seasons of the year, when they are covered with ice and snow, particularly on grades, they cannot be negotiated by the horse-drawn vehicle at all. And yet no provision has been made or contemplated for the horse.

"What should have been done at the outset must be done in the future. Construct improved dirt roads alongside of the finished motor roads. This matter is going to be taken up with the Highway Commissions of every state in the Union.

"Statistics furnished by the Department of Agriculture show a pronounced decrease in the number of colts bred on the farm during the past five years. The farmers as well as the rest of the people have been intoxicated with the idea of the gasoline horse to such an extent that he has completely lost sight of his own interests.

"It is up to the shipper, when conferring with the farmer, to introduce this most important subject. Something must be done to bring the breeding of horses back to normal, or it will only be a question of a very few years when we will be confronted with a most dangerous horse shortage. Fine upstanding horses cannot be produced overnight nor manufactured by thousands on demand."

The Federal Hay & Grain Exchange of Montreal, Que., was recently registered.

A chain of feed stores has been established by John Jackson of Pettigrew, Ark.

The Omaha Hay Company of Omaha, Neb., is now located in its new office and warehouse.

The Burum Company has sold its stock feed business at Augusta, Ga., to Dyrnnington, Cooper & Dowdy.

The Smith Seed & Feed Company of Danville, Va., has increased its capital stock from \$30,000 to \$75,000.

The Canada Hay Company, Ltd., has been incorporated at Montreal, Que., capitalized with stock of \$49,000.

Larger quarters are now occupied by the Southern Hay Company of Ft. Smith, Ark. Their quarters are now 640x150 feet.

A feed store is to be opened at Witt, Ill., by Ernst & Zimmer. They will also maintain a feed grinding department.

Capitalized at \$25,000, the Hypo-Hay Company has been incorporated at Memphis, Tenn. Peter McIntyre is interested in the company.

The Enterprise Grocery & Feed Company of Louisville, Ky., has recently installed a two-ton Republic truck, to facilitate handling local deliveries.

Oriskany Holley Feed Company has been incorporated at Deansboro, N. Y., by Geo. I. Hovey and others. The company is capitalized at \$10,000.

The Shelby Flour & Feed Company has been organized at Shelbyville, Ill., by F. A. Schmidt and F. Fry. The firm will conduct a feed and flour business.

P. P. Murray is new traffic manager of Dyer & Co., of Omaha, Neb., hay merchants. Mr. Murray was formerly assistant manager of the Ohio Traffic Bureau.

S. D. Scott & Co., have installed a branch feed store in the D. W. Chory Building at Norfolk, Va., which they recently purchased for the consideration of \$12,000.

The Smith Feed & Grocery Company of Newbern, Tenn., has been purchased by Folks & Cole, who will conduct it.

The feed business at Tampa, Fla., operated for the past 10 years by Hester & Hughes has been purchased by the R. E. Householder Company, who will conduct the business.

H. K. Dean is president and R. G. O'Dell, vice-president and general manager of the Louisiana Flour & Feed Company of Monroe, La. The company is capitalized at \$50,000.

The St. Albans, Vt., hay transfer house owned by the Raymond P. Lipe Company of Toledo, Ohio, has been sold to A. N. Deringer, a former employee. He will operate it immediately.

W. H. and C. T. Hickey, B. F. Sanders, R. W. Fields and R. A. Lacy have incorporated the Spruce Pine Feed Company of Spruce Pine, N. C. The company is capitalized at \$100,000.

The Chattanooga Hay & Grain Exchange was organized at Chattanooga, Tenn., capitalized at \$5,000. The incorporators are: C. F. Hood, R. E. King, Harry Wines and D. C. Wheeler.

I. L. Sutherland & Son now conduct the hay, grain and feed business at Richmond, Va., as the result of Mr. Sutherland having taken his son, Irvin, into the business with him.

The Follett Company has been incorporated at Coloma, Wis., by V. Follett, S. C. Runnels, Darwin Follett and W. F. Gray. The company will handle feed and flour and is capitalized at \$50,000.

Incorporation papers have been filed at Kansasville, Wis., by Stephen Cox, Fred Schroeder and Marion A. Loomis under the name of the Kansasville Lumber & Feed Company. It is capitalized at \$25,000.



**BUY THIS TESTER BECAUSE**

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Its cost is very reasonable.  
Ask for full information

## Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### WANTED

Draftsman on grain elevators. Eastern location. State age, experience and salary desired. DRAFTSMAN, Box 9, care "American Elevator and Grain Trade," Chicago, Ill.

### FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

### FOR SALE

Nine-column Burroughs Adding Machine, \$100, good condition. Underwood Typewriters, \$50, with back-spacer, tabulator, two-color ribbon, perfect working order. Will accept Liberty Bonds. Will ship either machine on trial. MEIER SEED COMPANY, Russell, Kan.

### FOR SALE

Nine-column visible adding and listing machine, in perfect working order. Guaranteed for nearly a year. Cost \$375; will take \$100 for it, or Liberty Bond. Also Underwood Typewriter; has back-spacer, tabulator, two-color ribbon. Perfect condition; \$50. Will ship either machine upon deposit of \$10. MEIER SEED COMPANY, Russell, Kan.

## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

## ELEVATORS AND MILLS

### FOR SALE OR EXCHANGE

For town property or farm, an Ohio country elevator handling 300 cars of grain, hay and merchandise. Price \$4,500. H. F., Box 8, care "American Elevator and Grain Trade," Chicago, Ill.

## MACHINERY

### FOR SALE.

A 20-horsepower Fairbanks-Morse Gasoline Engine. New cylinder and piston. Good as new. Guaranteed. Price only \$250. E. P. HOERR, Aurora, Ill.

### WILL SELL CHEAP

One 35-horsepower Titan Kerosene Engine, made by International Harvester Co. Good as new. Reason: not large enough. L. A. PEACHY, Beaver Dam, Wis.

### FOR QUICK SALE

Fairbanks Track Scale, 100-ton, 50-foot, type registering beam. Overhauled this year and as good as new. Price \$500, f. o. b. Omaha. AMERICAN SUPPLY & MACHINERY CO., Omaha, Nebr.

### FOR SALE

One 25-horsepower Muncie oil burning in good repair. Will burn toppings, crude oil, distillate or kerosene. This engine has been run less than one year. Reason for selling, am reducing my power. For particulars, address CHAS. F. BOYER, Gen'l Mgr., Milroy Electric Company, Milroy, Minn.

### FOR SALE

Four No. 11 Monitor Double Warehouse Aspirators, manufactured by the Huntley Manufacturing Company of Silver Creek, N. Y. These aspirators have never been used and are now at Newport News, Va., complete, in original packages. If interested, apply to PURCHASING AGENT, Chesapeake & Ohio Railroad, Richmond, Va.

### FOR SALE

One 20-inch Monarch Attrition Mill, plain bearing, \$125; one 26-inch Foos Attrition Mill, double head, \$200; one 24-inch Sprout-Waldron Attrition Mill, double drive, plain bearing, \$160; one two-pair-high 9x24 Ypsilanti Feed Mill used 90 days, \$300; elevators, 4x6 cups, cotton belting, head and boots with pulleys, 40-ft. centers, \$60 each; 3x3 1/2-inch cups, elevators complete, 40-ft. center, \$40 each. We have a large assortment of mill outfits, automatic scales. Write for our catalogue; our prices are right. Machinery is good, although used, and we make immediate shipment. MILLS MACHINERY EXCHANGE, 201 Millers' & Traders' Bank Building, they will draw your attention to our municipal

## BAGS

### FOR SALE

Two thousand second-hand cotton grain bags. Hold 2 1/2 bushels of wheat. Price 25c each, f. o. b. St. Louis. FOELL & CO., 123 Market St., St. Louis, Mo.

### FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.



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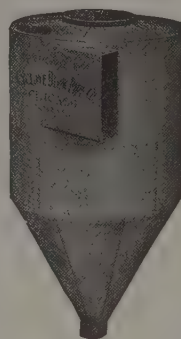
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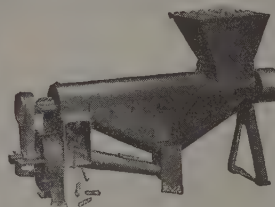
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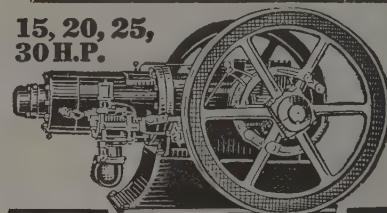
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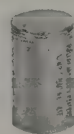
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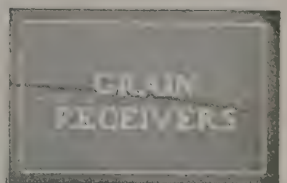
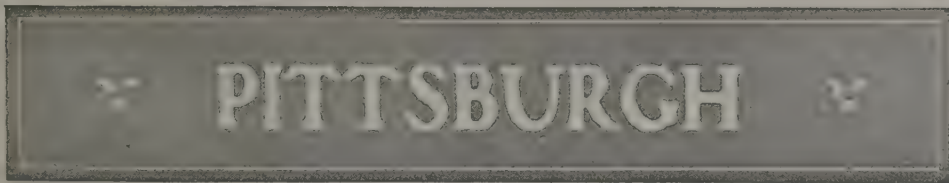
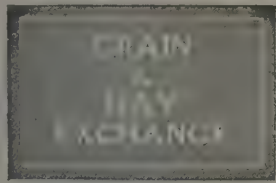
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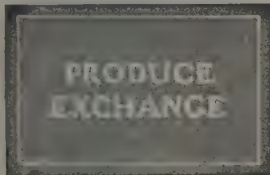
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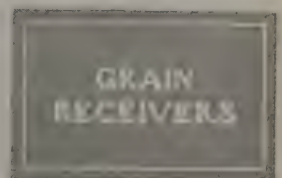
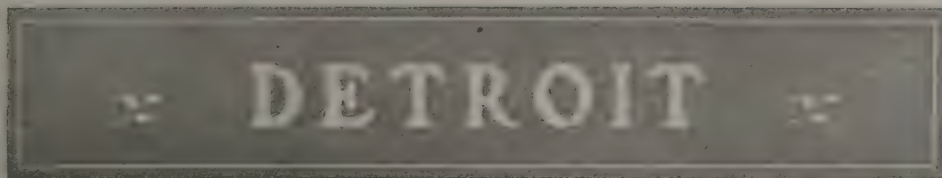
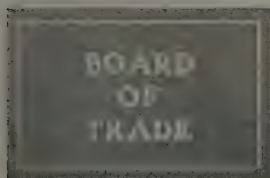
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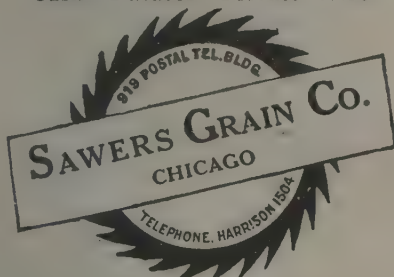
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Bartlett Frazier Co., receivers and shippers.\*  
Bridge & Leonard, grain, hay.\*†  
Chicago Grain & Salvage Co., salvage grain dealers.  
Dickinson Co., Albert, seeds.  
Dole & Co., J. H., commission merchants.\*  
Freeman & Co., Henry H., hay, straw, grain.\*†  
Gerstenberg & Co., grain and seeds.\*  
Hitch & Carder, grain commission.\*  
Hoit & Co., Lowell, com. grain, seeds.  
Hulburd, Warren & Chandler, com. merchants.\*  
Illinois Seed Co., seed merchants.  
Lamson Bros. & Co., commission merchants.\*  
Lowitz & Co., E., grain commission.\*  
Mayer, Holbrook & Co., grain commission.\*  
McKenna & Rodgers, com. merchants.\*  
Miller & Co., Albert, hay and produce.\*†  
Norris Grain Co., grain merchants.\*  
Northern Grain & Warehouse Co., grain.  
Paynter, H. M., grain commission.  
Pope & Eckhardt Co., grain and seeds.\*  
Quaker Oats Co., wheat, corn, oats, barley, rye.  
Randall Co., T. D., hay and straw.  
Rosenbaum Brothers, receivers, shippers.\*†  
Rosenbaum Grain Co., J., shippers.\*  
Rumsey & Co., grain commission.\*  
Sawyers Grain Co., grain commission.\*  
Schiffin & Co., Philip H., com. merchants.\*  
Shaffer, J. C., & Co., grain merchants.\*  
Simons, Day & Co., grain, stocks, bonds.\*  
Thayer, & Co., C. H., commission merchants.\*  
Updike Grain Co., consignments.  
Wagner & Co., E. W., receivers, shippers.\*  
Ware & Leland, grain and seeds.\*  
Wegener Bros., grain commission.

### CINCINNATI, OHIO.

Brouse-Skidmore Grain Co., rec. & shipper.\*†

### COLUMBUS, OHIO.

McAlister, Jas. P., & Co., shippers, grain, hay.\*†

### CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain, seeds.\*†

### DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.\*

### DENVER, COLO.

Ady & Crowe Mercantile Co., grain, hay, beans.\*†  
Denver Elevator, The, grain.\*

\*Members Grain Dealers' National Association.

### DES MOINES, IOWA.

Ankeney Linseed Mfg. Co., flax.  
Bartz & Co., W. H., grain merchants.\*  
Clark Brown Grain Co., grain merchants.  
Des Moines Elevator & Grain Co., grain merchants.  
Mid-West Consumer's Grain Co., grain merchants.\*  
Sawyers Grain Co., grain merchants.  
Taylor & Patton Co., grain merchants.\*

### DETROIT, MICH.

Carson & Co., H. C., wheat, corn, oats, rye, beans.\*  
Dumont, Roberts & Co., receivers, shippers.\*

### DULUTH, MINN.

White Grain Co., grain and hay.\*†

### EVANSVILLE, IND.

Small & Co., Inc., W. H., field seeds, grain.\*

### HUTCHINSON, KAN.

Hutchinson Grain Co., grain, hay, feed.

### INDIANAPOLIS, IND.

Belt Elevator & Feed Co., commission, grain, brokerage.\*  
Boyd Grain Co., Bert A., grain commission.\*  
Evans Grain Co., Wm. R., grain merchants.  
Gale Grain Co., P. M., brokerage.\*  
Hayward-Rich Grain Co., commission and brokerage.\*  
Kendrick & Sloan Co., receivers and shippers.\*†  
Kinney, H. E., Grain Co., grain, hay, feed.\*†  
McCardle-Black Co., grain commission.  
Merchants Hay & Grain Co., grain and hay.\*†  
Sawyers Grain Co., grain commission.\*  
Urmston Grain Co., grain commission.\*†  
Witt, Frank A., grain commission and brokerage.

### KANSAS CITY, MO.

Addison Grain Co., grain commission merchants.  
Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., corn and oats.\*  
Peppard Seed Co., J. G., alfalfa seed, millet.  
Rudy-Patrick Seed Co., seeds.  
Simonds-Shields-Lonsdale Grain Co., wheat, kaffir, oats, corn.\*  
Thresher Fuller Grain Co., commission.\*  
Western Grain Co., shippers grain and feed.\*

### LA CROSSE, WIS.

Salzer Seed Co., John A., seeds.

### LANCASTER, PA.

Eby & Sons, Jonas F., receivers and shippers.\*†

### LIMA, OHIO.

Pollock Grain Co., wholesale grain, hay.\*

### LOUISVILLE, KY.

Edinger & Co., grain, hay, feed.  
Farmer & Sons, Oscar, grain, hay, feed.\*†  
Williams & Monroe, grain, stocks, cotton.

### MEMPHIS, TENN.

Browne, Walter M., grain, hay, mill feed.\*  
U. S. Feed Co., receivers and shippers.\*†

### MILWAUKEE, WIS.

Bacon Co., E. P., grain commission.\*  
Cargill Grain Co., receivers and shippers.  
Courtene Seed Co., seeds.  
Donahue-Stratton Co., buyers and shippers.\*  
Flanley Grain Co., grain.  
Franke Grain Co., receivers and shippers.\*  
Kamm Co., P. C., grain merchants.\*  
Kellogg Seed Co., seeds.  
Mohr-Holstein Commission Co., grain com.\*  
Taylor & Bournique Co., corn, oats, barley.\*  
Thayer & Co., C. H., commission merchants.\*

### MINNEAPOLIS, MINN.

Cargill Elevator Co., grain shippers.\*  
Cereal Grading Co., grain merchants.\*  
Godfrey-Blanchard Co., grain commission.\*  
McCaull-Dinsmore Co., com. merchants.\*  
Quinn, Shepherdson Co., grain merchants.\*  
Scroggins-McLean Co., The, wheat shippers.\*

### NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.

### NEW YORK, N. Y.

Brainard Commission Co., oats, barley.\*  
Forbell & Co., L. W., com. merchants.\*  
Power & Co., W. D., hay, straw, produce.\*†

†Members National Hay Association.

### PEORIA, ILL.

Buckley & Co., grain, hay, seeds.\*  
Bowman & Co., Geo. L., grain commission.  
Cole Grain Co., Geo. W., grain receivers.\*  
Conover Grain Co., E. B., receivers, shippers.  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.\*  
Grier & Co., T. A., grain commission.\*  
Luke Grain Co., grain commission.\*  
McCreery & Sons, J. A., com. merchants.\*  
Miles, P. B. & C. C., grain commission.\*†  
Mueller Grain Co., receivers and shippers.\*  
Rumsey, Moore & Co., grain commission.\*  
Slick, L. E., receivers and shippers, cash grain.  
Smith-Hamilton Grain Co., grain.\*  
Warren Commission Co., consignments.\*

### PHILADELPHIA, PA.

Delp Grain Co., E. E., grain commission.\*  
Lemont & Son, E. K., wheat, corn, oats, feed.\*†  
Miller & Sons, L. F., receivers and shippers.\*†  
Richardson Bros., grain, flour, mill feeds.\*  
Rogers & Co., E. L., receivers and shippers.\*†  
Young & Co., S. H., grain, flour and feeds.

### PITTSBURGH, PA.

Foster Co., C. A., wholesale grain, hay.\*†  
Harper Grain Co., grain commission.  
Heck & Co., W. F., grain, hay, mill feeds.\*†  
Herb Bros. & Martin, grain and hay.\*†  
McCague, R. S., grain and hay.\*†  
Rogers & Co., Geo. E., receivers & shippers.\*†  
Walton Co., Samuel, hay, grain, mill feed.\*†

### RICHMOND, VA.

Beveridge & Co., S. T., grain, hay, feed.\*†  
Southern Brokerage Co., hay, grain, feed.\*

### ST. LOUIS, MO.

Elmore-Schultz Grain Co., receivers, shippers.\*†  
Goffe & Carkener Co., grain, hay, seeds.\*†  
Graham & Martin Grain Co., rec. exclusively.\*†  
Langenberg Bros. Grain Co., grain com.\*†  
Marshall Hall Grain Co., receivers, shippers and exporters.\*  
Mason Hawpe Co., grain merchants.\*  
Mullally Hay & Grain Co.\*†  
Nanson Commission Co., receivers, shippers.\*†  
Picker & Beardsley Com. Co., grain, hay.\*†  
Powell & O'Rourke Grain Co., receivers, shippers, exporters.\*  
Prunty, Chas. E., grain and seeds.  
Schisler Seed Co., A. W., field and garden seeds.  
Seele Bros. Grain Co., commission.\*  
Toberman, Mackey & Co., grain, hay, seeds.\*†  
Turner Grain Co., grain commission.

### SIDNEY, OHIO.

Chambers, V. E., wholesale grain and hay.\*†  
Custenborder & Co., E. T., buyers and shippers of grain in car lots.\*  
Wells Co., J. E., wholesale grain, seed.\*

### SIOUX CITY, IOWA.

Bell, Huntting & Co., grain.

### SPRINGFIELD, ILL.

Lloyd & Co., John H., grain merchants.\*

### TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.

### TIFFIN, OHIO.

Sneath-Cunningham Co., grain and seeds.

### TOLEDO, OHIO.

De Vore & Co., H. W., grain, seeds.\*  
King & Co., C. A., grain and seeds.\*†  
Raddatz & Co., H. D., grain, seeds.\*  
Rice Grain Co., receivers and shippers.\*  
Southworth & Co., grain and seeds.\*†  
Wickenhiser & Co., John, grain dealers.\*  
Young Grain Co., grain, seeds.\*  
Zahn & Co., J. F., grain and seeds.\*†

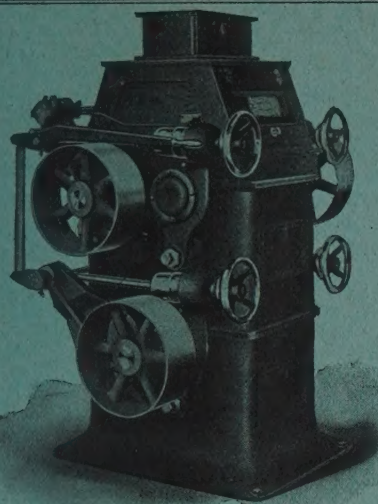
### TOPEKA, KAN.

Derby Grain Co., wheat, oats, corn.\*  
Golden Belt Grain & Elevator Co., grain.\*

### WINCHESTER, IND.

Goodrich Bros., wholesale grain, seeds, hay.\*†





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The uniform granulation of the stock, the capacity of and the life of the rolls is largely dependent upon the feeder—a regular, uniform feed along the entire length of the roll produces even grinding, secures the largest capacity and does not wear the rolls hollow—such a feeder crowns the Wolf Single, Double, Two and Three Pair High Roller Mills.

The Two Pair High 4 rolls is intended for moderate capacity and medium fine grinding. Table corn meal, pearl meal, cereals, spices and all stock feeds are especially well ground on Wolf Feed Mills. Complete data in Bulletin 113.

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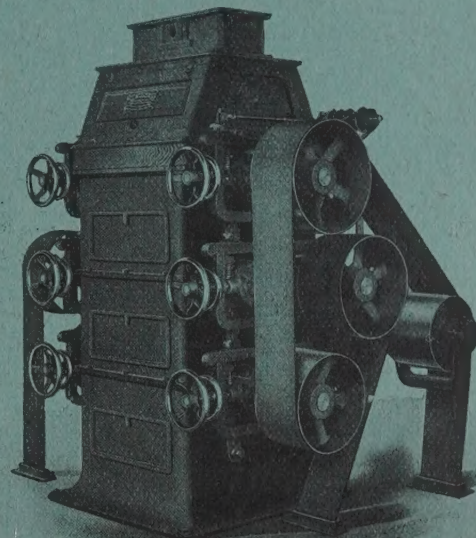
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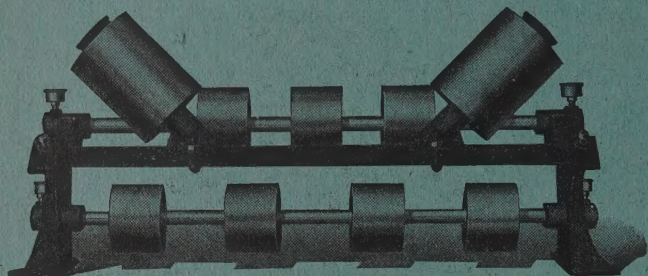
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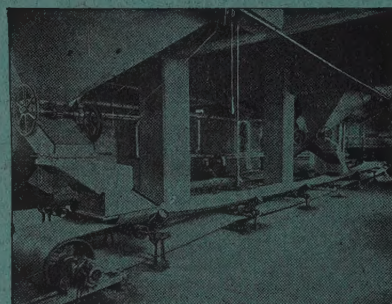
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